Trade and Industry

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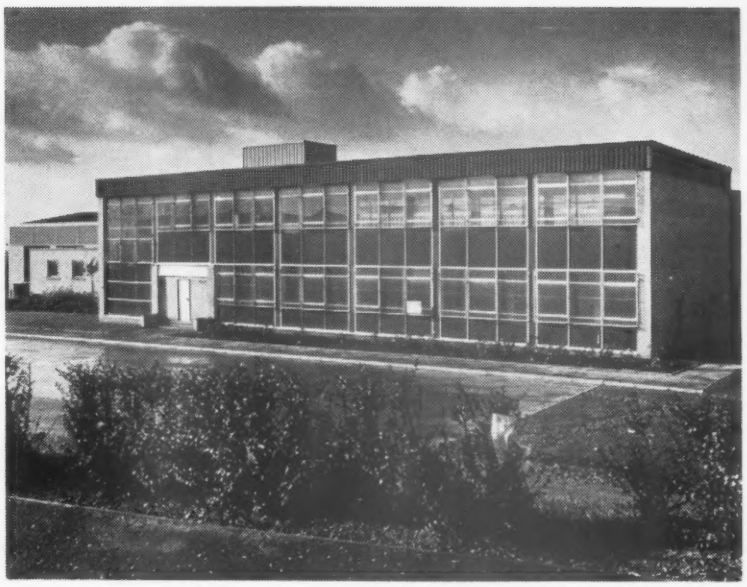

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ANDREW COWE
Industrial Development Director
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Trade and Industry

16 January 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

Japan's volume of imports is expected to grow by about 6 or 7 per cent this year, giving increased opportunities to British exporters who sold well over £300 million worth of goods to Japan last year. The cover picture of Tokyo's Ginza Street (reproduced by courtesy of the Japan Information Centre, London) is a reminder that quality consumer goods from Britain are already well established in Japan. This year there should be even greater opportunities for exporters of capital goods (see page 108).

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Home News

New insurance regulations

Regulations which establish for the first time formal rules for valuing the assets of insurance companies come into effect on 1 February.

A Department of Trade spokesman said on 10 January: 'In framing the regulations, the general objective has been to arrive at approximate amounts likely to be realisable by a liquidator if the company were to be wound up.

'In some respects, they formalise certain adjustments to the face value of assets which for some years have been notionally applied by the Department of Trade in examining the accounts of insurance companies.'

The regulations will be immediately applicable in determining solvency and for other purposes under the Insurance Companies Act. But the result of their application will not appear in the returns of companies whose financial year ended on 31 December 1974.

The regulations identify nine categories of assets. These include:

* Quoted investments, both fixed interest and equity;
* Unquoted shares;
* Investments in 'dependent' companies of an insurance company;
* Land and buildings;
* Debts to the company and certain kinds of contractual rights;
* Equipment, including office machinery and vehicles.

For each category a method of valuation is laid down. A suitable lower value has to be ascribed to certain types of asset if the value so established is higher than is reasonable because of special circumstances known to the company.

Categories of asset not mentioned in the regulations – notably 'intangibles' – must be left out of account.

The Regulations are not necessarily appropriate for valuing assets which are held for the purpose of determining the benefits under equity linked life insurance contracts and these are accordingly excluded. They are however the subject of separate regulations to be made covering a number of aspects of this particular type of insurance business.

Points from the regulations:

Quoted investments: Quoted investments will have to be taken at the market price at the date of valuation for Insurance Companies Act purposes. But the concession under the Companies Acts, allowing other values to be shown in the accounts for shareholders, will continue to be available to insurance companies.

Unquoted shares: The basis of valuation is the average earnings of the company in which the shares are held over the previous three years, multiplied by the current price-earnings ratio of quoted shares.

Investments in dependent companies: These are companies in which an insurance company exercises effective control usually by a shareholding of one-third or more. The value of such shareholdings whether quoted or not is to be established by determining the net asset value of the dependent company in the same way as insurance companies' assets are valued. The valuation of loans to such companies depends on the results of establishing a net asset value in this way.

Land and buildings: Land and buildings will be taken into account only if they have been valued not more than three years before in terms of an open market sale, and by a qualified valuer.

Debts: The value to be placed on debts owed to the company will depend on whether or not they are due, or will become due,

Shipping Minister visits Thames Navigation Service headquarters

Operations Room of the Port of London Authority's Thames Navigation Service at Gravesend. The picture was taken during a visit last week by Stanley Clinton Davis, Joint Parliamentary Under-Secretary of State at the Department of Trade, who is responsible for companies, aviation and shipping. Mr. Davis can just be seen behind the screen with Capt. Glyn Rees, Director of Marine Services, Port of London Authority.
The Operations Room monitors information received by radar and other means, and obtains a detailed picture of traffic and conditions on the Thames estuary. Information is collected, collated, recorded and filtered so that each master and pilot gets the facts he requires and is not burdened with irrelevant data.

within 12 months. If so, the amount which can reasonably be expected to be recovered is to be taken into account. For all other debts, the value is to be the amount which could be expected to be realised on an immediate assignment of the debt, which is likely to involve a varying amount of discounting of the debt's face value.

Equipment: Equipment is required to be depreciated at a rapid rate.

These regulations have been worked out in consultation with the insurance industry and others concerned.

Notes

The new regulations, the Insurance Companies (Valuation of Assets) Regulations 1974, were made under Section 78 of the Insurance Companies Act 1974, and laid before Parliament on 10 January 1975.

Further development of the asset valuation rules is likely, and similar regulations on the valuation of liabilities are in preparation. Regulations remain to be made on a number of other matters, including: the submission of quarterly returns, an increase in the general business solvency margin, the control of insurance advertisements, rules for the winding up of insurance companies and various aspects of equity linked insurance.

Copies of the new regulations (SI 1974, No. 2203) are available from HMSO, price 14p net (17½p post paid).

Public inquiry into music royalty rate

A public inquiry is to be held into the ordinary and minimum rates of royalty payable to owners of copyright in musical works when those works are re-recorded.

The present rates of royalty have stood since 1928.

Following representations by the Record Royalty Revision Association, Peter Shore, Secretary of State for Trade, has appointed Mr. Hugh E. Francis, QC, assisted by Sir William Slimmings, CBE, CA, and Mr. Philip G. Walker, CA, to conduct the inquiry to determine whether those royalty rates have ceased to be equitable.

Regulations setting out the manner in which the inquiry shall be held have now been laid before Parliament and will come into operation on 1 February 1975.

Formal notice of the intention to hold an inquiry will be sent to interested bodies representing either owners of copyright in musical works or record manufacturers and will also be published.

Section 8 of the Copyright Act 1956 provides that if a musical work has been recorded for the purpose of retail sale with the copyright owner's permission, anyone wishing to re-record it may do so without his permission on payment of a statutory royalty. There is provision in Section 8(3) for a public inquiry into the rate of this royalty if it appears to the Secretary of State that it 'has ceased to be equitable'.

The last public inquiry of this nature was held in 1928 under a similar provision of the Copyright Act of 1911. This resulted in the rate of royalty being set at 6¼ per cent of the ordinary retail selling price of the record, subject to a minimum rate of ¾d (three farthings). These rates were continued in force by Section 8 of the Copyright Act, 1956 and remain unaltered.

The Copyright Royalty (Records of Musical Works) (Inquiries Procedure) Regulations, 1974 (SI 1974 No. 2190) are available from HMSO, price 12p net.

'Part-charter' licences – Peter Shore dismisses appeal

Peter Shore, Secretary of State for Trade, has dismissed a joint appeal made by Britannia Airways Ltd., and Court Line Aviation Ltd. (now in liquidation) against a Civil Aviation Authority decision on 'part-charter' licences.

The CAA decided in April 1974 to grant licences to British Airways, British Caledonian Airways, Cambrian Airways and North East Airlines Ltd., to continue to reserve up to 50 per cent of the capacity of the aircraft (or up to 70 seats, whichever is the greater) on certain scheduled services for passengers travelling on special group inclusive tour rates.

Britannia Airways, and Court Line had appealed to Mr. Shore, against the CAA's decision under the Civil Aviation Regulations 1972.

Ministers visit regional airports

Peter Shore, Secretary of State for Trade, and Stanley Clinton Davis, Parliamentary Under-Secretary of State responsible for civil aviation, visited three of Britain's regional airports on 10 January.

They toured East Midlands (Castle Donnington), Manchester (Ringway) and Birmingham (Elmdon) airports and had talks with the airport owners, management and unions about the way in which they see their airports developing in the future.

The visits were related to consultations which the Secretary of State said would take place when he announced the Government's decision to abandon building a third London Airport at Maplin.

When Mr. Shore announced the Maplin decision on 18 July, he said that there was a need to examine further the scope for diverting air traffic to the regions to relieve pressure in the south-east and to assist developing the regions.

This consultation process began last August when the Department of Trade wrote to 125 organisations asking for their advice and observations on the way future London air traffic may be handled.

The Department is also awaiting advice from the Civil Aviation Authority on a study about central England airports which the CAA commissioned from consultants and which was published in June 1974.

Peter Shore's statement on aircraft security

A statement on aircraft security was made in Parliament on 13 January by Peter Shore, Secretary of State for Trade. Referring to the hijacking of a BAC 111 on 7 January, Mr. Shore said: 'The events of last Tuesday have been widely reported and, in view of the fact that criminal proceedings are pending and the case is *sub judice*, the House will appreciate that it would not be right for me to go into details at this stage. But I am sure the House will join me in congratulating the police and British Airways on their efficient handling and the successful conclusion of this unfortunate affair. I should also like to express my appreciation to Captain Lea and his crew for their conduct throughout this ordeal.

'At the time of this incident all airlines had been requested and had implemented a full search of passengers and hand baggage on all international scheduled flights, and a random check covering at least half the domestic flights. I have now asked airlines to institute full searching of passengers and hand baggage on all domestic as well as international, scheduled flights.

'The conduct of the operation has, I think, shown the value of the recent designation of Heathrow Airport under the Policing of Airports Act 1974, under which responsibility for security at the airport was taken over by the Metropolitan Police. It had already been decided that Gatwick, Stansted, Glasgow, Edinburgh and Prestwick should also be designated and I have now called for an examination of the possibility of designating further airports.

'The review of our security arrangements for British aircraft, particularly at overseas airports, which I called for on the occasion of the hijacking at Dubai in November, is now nearly complete. However, without waiting for its full results, we have already initiated useful consultations with foreign governments about protective measures accorded to aircraft of British airlines on the ground and I shall be reporting to the House in due course.'

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Second Government factory for Plymouth estate

Work will shortly begin on a 10,000 sq. ft. advance factory for the Department of Industry on the Newnham Industrial Estate, Plymouth, Devon.

A contract has been awarded to Tarmac Construction Ltd., to build the factory which has been designed by English Industrial Estates Corporation staff. Architects for the project are Alec French and Partners and the quantity surveyors are J. H. Snellgrove and Partners.

Work is expected to start early this month and the premises should be ready for occupation in the summer of 1975.

Inquiries regarding this factory should be addressed to the Location of Industry Section of the Department of Industry's South-West Regional Office, The Pithay, Bristol, BS1 2RB.

Two new advance factories for Team Valley

Two advance factories are to be built on the Team Valley Industrial Estate, Gateshead, where over 100 companies currently employ over 19,000 people.

These factories, both of which are to be 15,000 sq. ft. (1,350 m^2), were included in one of the new series of advance factory programmes announced by the Government during 1974. They are to be sited in the western part of the estate on Dukesway near its junction with Western Avenue.

The contract for the construction of these units, designed by the English Industrial Estates Corporation, has been awarded to Stanley Miller Ltd. of Newcastle uponTyne. The quantity surveyors are J. W. Summers and Partners, and the project architects are the Napper, Errington and Collerton Partnership.

It is anticipated that the factories will be completed during this summer.

Inquiries regarding these factories should be addressed to the Location of Industry Section, Northern Regional Office, Department of Industry, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR.

Small Firms Information Centre clocks up 5,000 inquirers

The North West Small Firms Information Centre, set up by the Department of Industry in 1973, recently dealt with its 5,000th client.

Since the Centre transferred its operations to shop premises in Oxford Street, Manchester, in June 1974, the rate of inquirers handled has grown rapidly and has averaged about 140 a week, of which 30 a week have been personal callers. Extensive use is also being made of the Freefone facility by which telephone inquiries can be made without charge from any part of the North West.

Lady Bowden, Regional Director of the Department of Industry in the North West, said on 6 January: 'This is a gratifying result, given that the Centre has been operating from its shop premises for only six months. It is clearly meeting the needs of the small firms in our region. We are indeed grateful for the co-operation that has been forthcoming from all our information contracts to which inquiries are directed.'

CAA air travel organisers' bonds to be increased

The Civil Aviation Authority has decided that the bonds required from air travel organisers as a protection for customers in the event of financial failure should be increased as from 1 April 1975 from 7½ to 10 per cent for ABTA members and from 12½ to 15 per cent for others. These new levels were forecast in the Authority's statement of 2 September 1974.

This decision takes account of the likelihood that the Reserve Fund which the Government propose to set up will not come into effect until later in 1975.

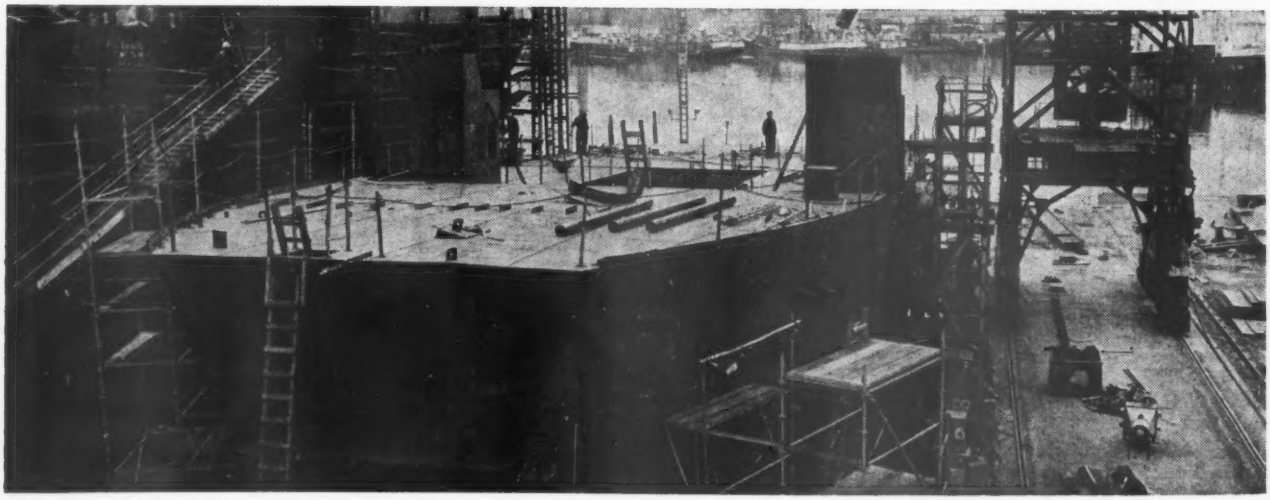
The Authority will keep its bonding levels and arrangements under review in the light of experience during 1975. The Authority is still examining the possibility of using 'escrow' arrangements for ABC operators in lieu of bonding in appropriate cases.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Aberdeen builds support ships for North Sea oil

Hall Russell & Co. Ltd., Aberdeen, which has been building ships in the area since 1714, is undertaking the first orders placed in Scotland for the construction of oil rig supply vessels. Here, work is in progress on the *Trojan Tide*, one of two tug supply ships for Tidewater Marine of Houston, Texas. Also under construction at the shipyard is a dry dock for oil-related shipping work. A recent survey published by the North East Scotland Development Board shows that in Aberdeen – Scotland's 'oil capital' – about 200 firms are now involved in the North Sea oil industry as a principal activity.



CAA Chairman urges adequate third party insurance for private aircraft

Lord Boyd-Carpenter, Chairman of the Civil Aviation Authority, has urged the owners (or hirers) as well as pilots of private aircraft to take out adequate third party insurance.

Addressing the Private Aviation Committee on 7 January, he said, 'It cannot be emphasised strongly enough that failure to carry adequate insurance can have catastrophic financial consequences not only for a flying club or other operator, but for the pilot if he survives, and for his dependants if he does not.'

Under civil aviation legislation the owner or hirer for 14 days or more may be liable, without proof of fault, for unlimited damages in relation to a third party. A pilot, who is not the owner of the aircraft, may also be liable for unlimited damages if negligence is proved against him. In view of rising costs and the effects of inflation, the Civil Aviation Authority advises that insurance cover should be increased from £50,000, which is believed to be the usual level of cover at present, to at least £100,000.

Lord Boyd-Carpenter also stressed the importance of having adequate insurance cover against liability for death or injury to passengers. Although in these cases fault has to be proved, the amounts claimed could be very substantial. The Authority advises that insurance cover of at least £75,000 should be taken out.

Lord Boyd-Carpenter asked the bodies represented on the Private Aviation Committee to draw the attention of their members to the need for adequate insurance arrangements, and announced that the CAA would be conducting a campaign aimed at the owners and pilots of private aircraft.

Valve bodies lined up for inspection in the Rotherham premises of Dickinsons (Coatings) Ltd., a subsidiary of the Sheffield-based company, Darnell Shotblasting responsible for preliminary surface preparation. They have been protected against sea water corrosion by use of a two-pack expoxide resin system finishing in aluminium. Destined for BP's Forties Field the valves were manufactured by Hindle Valves Ltd., of Leeds for Brown and Root Ltd.

Committee of Experts on Major Hazards set up

The Health and Safety Commission has issued formal invitations to 16 experts to serve on a Committee of Experts on Major Hazards which the Secretary of State for Employment decided to set up following the disastrous explosion last June at the Nypro plant at Flixborough.

The Secretary of State announced in the House of Commons on 4 November last that he had asked the Commission to set up the committee.

Those invited to serve are:

Professor J. F. Richardson, Professor of Chemical Engineering, Swansea University.
Professor J. C. M. Morrison, Emeritus Professor of Mechanical Engineering, Bristol University.
Mr. V. C. Marshall, Lecturer in Chemical Engineering, Bradford University.
Dr. J. H. Burgoyne, Burgoyne and Partners, Consulting Scientists and Engineers.
Mr. E. J. Challis, Division Production and Environmental Director, Petrochemicals Division, ICI Ltd.
Mr. S. Hope, Environmental Co-ordinator, Shell UK Ltd.
Dr. M. W. Holdgate, Director, Institute of Terrestrial Ecology.
Professor T. Chandler, Professor of Geography, University of Manchester.
Mr. D. Jennings Smith, Formerly County Planning Officer, Essex.
Mr. J. Rowbottom, Chief Planning Officer, Lancashire.
Mr. J. Miller, Deputy County Clerk, Ayrshire; Chief Executive Officer Designate, Cunninghame District.
Professor F. Lees, Professor of Chemical Engineering, Loughborough University of Technology.
Mr. F. R. Farmer, Safety and Reliability Directorate, UKAEA.
Mr. L. Wigdor, Deputy Director-General, CBI.
Mr. J. Hanna, Economic Department, TUC.
Mr. T. Lister, Chief Fire Officer, Avon.

The Chairman of the Committee will be Bryan Harvey, Deputy Director of the Health and Safety Executive, the Commission's operational arm. The Committee is to have a wider brief than the Court of Inquiry which is still examining the specific causes of and immediate lessons to be learned from the Flixborough explosion. The Committee's terms of reference announced by the Secretary of State are:

'To identify types of installations (excluding nuclear installations) which have the potential to present major hazards to employees or the public or the environment, and to advise on measures for control, appropriate to the nature and degree of hazard, over the establishment, siting, layout, design, operation, maintenance and development of such installations, as well as overall development, both industrial

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
19 December 1974		
1,136,308	Hermann Tempelhof trading as Etablissements H. Tempelhof	Sleeveless rain protecting garment
1,162,402	Herman Tempelhof trading as Etablissements H. Tempelhof	Helmet
1,314,808	Hermann Tempelhof trading as Etablissements H. Tempelhof	Trousers, in particular work trousers made of air-tight material
1,029,291	Agfa Aktiengesellschaft	Photographic projecting printing apparatus
1,167,119	Societe Anonyme Citroen Automobiles	Improvements in or relating to automobile vehicles
1,314,962	The Goodyear Tyre and Rubber Co. (Great Britain) Ltd.	Tire mounting tool
1,324,687	Terekek Gyara RT	3-amino-Δ^2-pyrazoline derivatives and process for the preparation thereof
1,343,906	Medicor Muvek	Respirators

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

and non-industrial, in the vicinity of such installations'.

The first meeting of the Committee will be held as soon as initial arrangements have been completed. Further invitations to serve on the Committee are expected to be issued shortly.

A Major Hazards Co-ordinating Unit has already been set up within the Health and Safety Commission to develop policy on the control of all installations presenting large-scale hazards to public safety and to co-ordinate the work of other Government Departments and local authorities in this field. The Unit will also service the Committee of Experts on Major Hazards.

The Secretary of the Committee will be Hugh Lewis, Room 136, Baynards House, 1 Chepstow Place, London W2 4TF. Mr. Lewis is Head of the Major Hazards Unit.

An interview with John Locke, Director of the Health and Safety Executive about the work of the Commission was published in *Trade and Industry* of 2 January.

Tony Benn's new PPS

Tony Benn, Secretary of State for Industry, has appointed Joe Ashton, MP for Bassetlaw, chairman of the Parliamentary Labour Party's Industry Group and member of the Technical and Supervisory section of the Amalgamated Union of Engineering Workers, as his Parliamentary Private Secretary. Mr. Ashton replaces Frank McElhone, who wishes to concentrate more on Scottish affairs.

BSC: re-appointment

Tony Benn, Secretary of State for Industry, has re-appointed Mark Littman, QC, as a member and deputy chairman of the British Steel Corporation for a further period of one year from 1 January 1975.

Mr. Littman has been a member and deputy chairman of the British Steel Corporation since 1970 before which he was the Corporation's chief legal adviser. He devotes part of his time to activities outside the Corporation's business.

English Industrial Estates Corporation – new board member

The Secretary of State for Industry has appointed Mr. John Harle as a member of the governing body of the English Industrial Estates Corporation.

Mr. Harle, aged 53, is managing director of Universal Bedding and Upholstery Ltd., Team Valley Estate, Gateshead. He is a member of the board of the Furniture Industry Research Association, treasurer of the British Furniture Manufacturers Federated Associations and a member of the Joint Industrial Council Standing Committee which negotiates national wages and conditions for the Furniture Industry. He currently represents the industry on the Working Party set up by the Government to establish a Code of Practice for the safe usage and storage of polyurethane foam.

Export Guarantees Advisory Council

The Secretary of State for Trade has appointed Mr. H. W. A. Francis as a member of the Export Guarantees Advisory Council which advises the Department on its 'commercial' operations.

Mr. Francis is vice-chairman and group managing director (operations) of Tarmac Limited and chairman of several Tarmac Group subsidiary companies.

Mr. Francis is also chairman of the Export Group for the Constructional Industries and a member of the West Midlands Economic Planning Council.

Hearing Aid Council

The Secretary of State for Prices and Consumer Protection, Shirley Williams, has appointed the following members of the Hearing Aid Council from 29 December 1974:

Mr. J. Neville Brown (re-appointment)
Dr. John James Knight
Mrs. Maureen Lundy
Miss June Cronin

Offshore Supplies Office information pack

An information pack has been compiled and produced by the Offshore Supplies Office as a guide to help companies assess the implications of the UK offshore market.

The pack gives up-to-date background information to help interested companies to decide whether they can supply goods or services needed offshore, and how they could go about preparing their market strategy.

The pack includes addresses of Government departments and agencies available to advise on offshore matters; periodicals and directories; a Buyer's Guide directory of firms in the market; outlines of Acts of Parliament; details of exploration allocations; and information of special interest to small firms.

The pack is intended as a working document for industry, and will be expanded and updated from time to time.

Application for a copy of the pack (supplies are limited) should be made to A. R. Liddon, Department of Energy, Room 1260, Thames House South, Millbank, London SW1P 4QJ (tel. 01-211 3636).

New offshore diving regulations: correction

The SI number of the Offshore Installations (Diving Operations) Regulations (*Trade and Industry*, 9 January, page 51) should read SI 1974/1229.

HOUSE & SHRIMPTON CHARTERED SURVEYORS DESIGN CONSULTANTS

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Advisory Council on Research and Development for Fuel and Power

Eric Varley, Secretary of State for Energy, has appointed Professor S. F. Edwards, FRS, and Dr. T. N. Marsham, OBE, as members of the Advisory Council on Research and Development for Fuel and Power, to replace Mr. A. J. Eggington and Mr. R. V. Moore respectively.

Appointment to British Gas Corporation

Eric Varley, Secretary of State for Energy, has authorised the appointment of Mr. D. G. Badham, as a part-time member of the British Gas Corporation from 11 December 1974.

NCB appointment

Eric Varley, Secretary of State for Energy, has authorised the appointment of Ronald Frederick Richardson, CBE, who is the full-time deputy chairman of the Electricity Council, as a part-time member of the National Coal Board. The appointment took effect from 1 January.

Mr. Richardson is also a member of the Government's Advisory Council on Energy Conservation, to which he was appointed in October 1974.

John Smith welcomes production platform construction sites decision

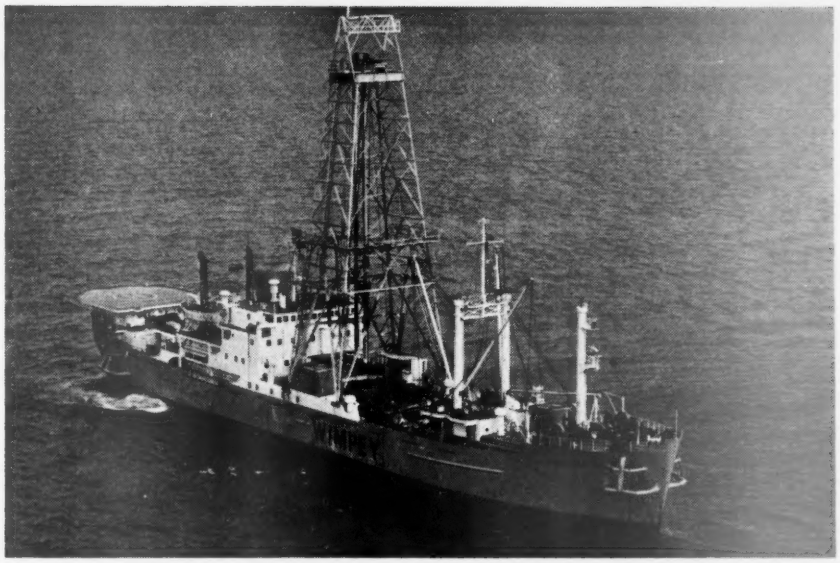
John Smith, Parliamentary Under-Secretary of State, Department of Energy, has welcomed the news that the Secretary of State for Scotland has approved proposals for construction sites for concrete oil production platforms at Portavadie, Campbelltown, and Hunterston.

'In this way,' said Mr. Smith, 'the objectives set out in the statement of 12 August have been largely achieved since, together with earlier planning decisions, the position now is that contractors offering six of the seven preferred designs listed in that statement, have suitable sites.

'In addition, there are four steel fabricating sites on the east coast and this ensures that the UK now has sufficient capacity to accommodate a substantial proportion of the platform orders likely to be placed for the UK sector of the North Sea.

'Oil companies no longer need look overseas for their concrete platform requirements.

'Now that authority to proceed has been given, it is essential that no time be lost in developing the sites and, to that end, Offshore Supplies Office headquarters in Glasgow will shortly be in touch with the contractors concerned to consider with them what assistance OSO can offer to ensure that the sites are able to accept orders at the earliest possible date.'



Britain's first dynamically positioned ship, the 6,000 tonne ocean engineering motor-vessel *Wimpey Sealab,* seen in the North Sea at the start of a drilling contract. The vessel is equipped with a computer-based dynamic positioning system that maintains the ship at a fixed location relative to the seabed without the use of conventional mooring systems. It is suitable for operation in deep-water areas and uses both acoustic and taut-wire position measurements, with anemometer and gyro-compass inputs. The system is designed to keep the vessel within a circle of 7-metre radius, or 3 per cent of water depth, in wind speeds of up to 25 knots, currents of up to three knots, wave heights of 3.5 metres and wave lengths of 91 metres. GEC Electrical Projects Ltd, Rugby, designed and supplied the positioning system.

Bread prices

Following wage settlements for production and distribution workers in the baking industry which have been notified to the Price Commission by the plant bakers, the consequences for the retail price of bread are under consideration.

The industry has informed the Department of Prices and Consumer Protection that there are now further notifications of price increases before the Price Commission; subject to consideration by the Commission of these further notifications and the completion of the statutory consultations under the Bread Prices Order, some price increases are likely.

In the meantime, the rate of subsidy is being adjusted on an interim basis.

The bread subsidy was introduced on 24 March 1974 and was adjusted in May, August and September. The present adjustment will bring the rate to £6.22 per sack of flour (equivalent to about 3p on large loaves and about 2p on small loaves).

The wage settlements for production workers in the baking industry which were concluded before Christmas resulted in increases of about £5 per week on the previous rate for the basic grade.

The present increase in the rate of subsidy is £1.06 per sack of flour used in the production of loaves that qualify for subsidy. This reflects increased costs to the bakers (almost entirely wages) offset by some reductions in flour and other costs. The new rate is payable in respect of flour used on or after 12 January.

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497516
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

Technology News

Coastguard lead in use of solar power

Maintaining their unmanned radio installations in the West of Scotland has been a problem for the Coastguard. Some of the sites are virtually inaccessible and can only be reached on foot or by helicopter in ideal weather conditions. There is no electricity to power the installations and petrol or diesel generators are unsuitable because of the cost of providing fuel.

In the last three years a Coastguard communication network has been established in the West of Scotland by making use of two-frequency radio repeaters on mountain tops. These are used for normal inter-Coastguard communications and, according to Lt.-Cmdr. Jim Neill, Inspector West Scotland and Northern Ireland Division, the relay system has been proving useful.

Basically, what the radio repeater does is to pick up broadcasts on VHF Channel 0, which the Coastguard use for contact with vehicles, lifeboats, etc., and rebroadcast them on 160.6 MHz, thus improving coverage and making communication easier.

Until now, the power for the repeaters has come from caustic soda primary-cell batteries but these are expensive and are subject to other disadvantages. They are awkward to maintain since they are heavy and need to be changed every year, using helicopters or a Snow Cat vehicle. The main drawback is that they do not always supply adequate voltage, which makes long messages difficult.

For these reasons, alternative sources of power have been investigated in the hope of finding something which can operate reliably for a number of years.

According to Mr. R. C. Meadows of the Civil Aviation Authority's Telecommunications Branch, atomic power was ruled out on the grounds of cost while windmills were discounted because of structural difficulties and problems of planning permission.

Initially, solar cells were also rejected on grounds of cost, but, largely as a result of the American Space programme and also in the UK from the demands of the energy crisis, prices have been brought down to a level which made solar cells attractive in cases such as the Coastguard high-point sites.

No one would deny that, where sun is concerned, Britain is poorly placed. Due to seasonal weather, the random variations in solar energy reaching the ground are large. Nevertheless the effect of the cloud cover over the UK is not as bad as might be supposed. There is sufficient to power small radio and similar installations economically, without using irreplaceable energy.

This has now led to the first high-site, two-frequency Coastguard radio repeater, powered by solar cells, which was installed on the Isle of Islay on July last year. It is semi-experimental in the sense that it will run for a trial period of one year before any more are ordered, to make sure there are no unknown variables in these northern latitudes. The equipment itself is still in the early stage of development and the site on the Isle of Islay is believed to represent the most northerly installation in the UK.

The caustic soda batteries were proving less suitable on this particular site, where ten or 15 different Coastguard stations might be transmitting. In the case of Skye, for instance, where a unit has been operating with primary-cell batteries for the last two and a half years, the repeater was not used as much, so with less voltage required, the disadvantages were not so marked.

Solar cells have a minimum life expectancy of 25 years, and during this period it is hoped only minor cleaning and inspections will be necessary. Since there are periods when there is no solar energy, as well as periods when it is reduced, storage batteries are a necessary part of the installation. These have a life expectancy of four years and will need topping up and cleaning once a year.

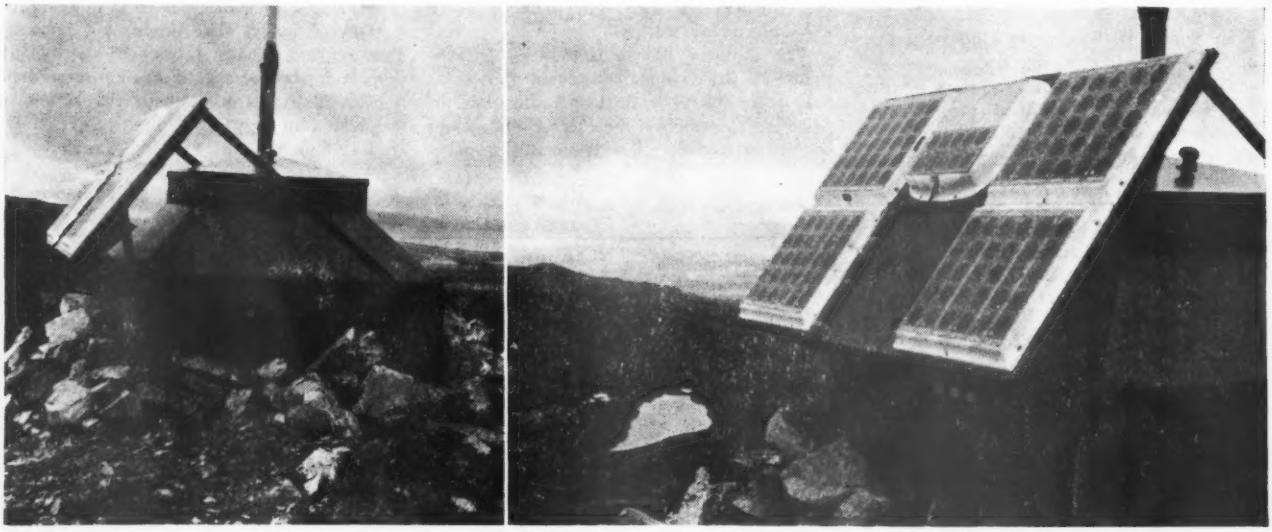
From information provided by the 'Met' Office, calculations have been made of the solar energy reaching the high-point sites in Scotland, and the Lucas Group have co-operated with the Civil Aviation Authority in designing a system for the radio installations which will provide continuous power.

Corrosion protection directory

The Department of Industry invites applications from professional and commercial organisations and individuals who believe that they can assist in the solving of corrosion problems occurring in industry. Applicants may be in the field of corrosion consultancy or from organisations providing corrosion prevention equipment or materials.

The Industrial Technologies Branch of the Department will select suitable submissions for inclusion within a 'Corrosion Protection Directory' being compiled by the University of Nottingham's Department of Metallurgy and Materials Science and intended for sale to UK Industry. There will be no charge for entries appearing in the Directory. The Department of Industry does however reserve the right to make the final choice, if necessary, in the selection of entries.

Applications, to arrive not later than 21 February 1975, should be addressed to: Department of Industry, Industrial Technologies Branch (Corrosion), Room 540, Abell House, John Islip Stret, London SW1P 4LN.



The new high-site Coastguard radio repeater, installed on the Isle of Islay in July last year. The equipment comprises 130 solar cells, shown on the sloping panel. The box contains lead-acid batteries, radio transmitter and receiver and the aerial projects above the whole installation.

Telecommunications research

'Telecommunications', a report published last week by the Science Research Council, contains recommendations for a broader, interdisciplinary approach to university telecommunications research. At present, it is suggested, there is an overemphasis on transmission and propagation studies at the expense of both fundamental work of long-term value, and of systems studies.

The report contains the findings of a panel under the chairmanship of Professor J. Brown of Imperial College, London, set up by the Electrical and Systems Engineering Committee of the Council's Engineering Board to consider the role of the Science Research Council in university research and training in telecommunications and to advise on forward planning in this field. The Panel recommends that SRC should encourage a change of emphasis in university telecommunications research by a progressive transfer of research grant funds to long-term, fundamental and systems studies, priority in support being given to larger interdisciplinary telecommunications groups which would also provide a wider, more flexible training. There should still, however, be opportunities for individuals to receive support for worthwhile projects on limited aspects of telecommunications.

The Council believes the report will be of interest to universities, polytechnics, industry and Government laboratories and it is published so that it can be widely seen and commented on.

'Telecommunications' is published by the Science Research Council. Copies can be obtained, free of charge, from the Electrical and Systems Engineering Committee Secretariat, Science Research Council, State House, High Holborn, London WC1R 4TA.

Good response to Design Council 'Molins' Design Prize

Entries from universities, polytechnics and technical colleges throughout Great Britain have already been received for the Design Council 'Molins' Design Prize.

A number of entries are concerned with making life easier and more comfortable for the handicapped. Other submissions include the application of computer programmes to highly specialised remote control and machining operations. Suggested new designs for a fluid movement device and the control of electric motors have also been received. An entry has been made which is intended to improve vehicle movement and another is concerned with improving the safety of heavily-laden vehicles moving through hilly country.

Some very sophisticated entries have been made relating to testing equipment for industrial and laboratory applications. On a similar high level is the entry for a system which will recover expensive undersea exploration equipment.

An annual competition to encourage the art, science and practice of engineering design in mechanical, electrical and electronic engineering in universities, colleges and polytechnics, the Design Council 'Molins' Design Prize has been sponsored by Molins Ltd., international precision engineers. The scheme will be administered by the Design Council in association with the Institution of Mechanical Engineers and the Institution of Electrical Engineers.

Three principal prizes of £500, £250 and £100 will be given and, in addition, the judges will have the right to commend other submissions they feel worthy of note. Winners will be announced early in 1975.

Grant for Northern Ireland industrial research association

Stanley Orme, the Minister of State at the Northern Ireland Office with responsibility for the Department of Commerce, has announced that the Department has agreed to make a grant of £29,000 to the Lambeg Industrial Research Association for the year 1974/75. The Minister made the announcement on a visit to the association during which he said he recognised the valuable work which Lambeg had carried out in support of the Northern Ireland textile industry.

The Lambeg Industrial Research Association (formerly the Linen Industry Research Association) was established in 1919 as part of a movement throughout the United Kingdom to encourage industries as a whole to carry out co-operative research, thereby avoiding costly duplication of effort among firms. It was originally set up to provide a research capability for the traditional linen industry, but with the development of new fibres and particularly synthetic fibres, the Association today serves an industry using a wider range of raw materials and manufacturing a more diversified range of products. In 1970, new terms of reference were adopted to reflect the Association's wider interests and the name of the research body changed to its present title.

Go-ahead for deep-diving training centre

The Manpower Services Commission has now obtained Government agreement to its proposal to set up a £2 million underwater training centre out of public funds. The urgent creation of a centre was recommended in the report of a task group chaired by the Commission's Training Services Agency published in October. This concluded that the United Kingdom has no facilities adequate to meet the long-term training needs of divers engaged in the offshore oil and gas development programme.

The choice of a location for the centre depends mainly on the water conditions needed for deep-diving training – deep, relatively sheltered water, with suitable bottom and tidal conditions – and, in view of the urgency of the need, on the availability of support facilities. Surveys of areas around the UK have shown that this limits the choice to a small number of sea lochs in Western Scotland. It has been decided that the centre will be located in the Fort William area on Loch Linnhe.

The Manpower Services Commission has asked Shenley Trust Ltd. to establish the underwater training centre in conjunction with Training Services Agency.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Engineering Specialists exhibition at Design Centre

Sir Ieuan Maddock, Chief Scientist at the Department of Industry, last week formally opened the Engineering Specialists exhibition at the Design Centre, London. Organised by the Design Council, and with specialisation in many engineering disciplines as its theme, the exhibition is open until 15 February. Also present at the opening ceremony were Lord Caldecote, Chairman of the Design Council, and Sir Paul Reilly, the Director of the Design Council.

The exhibition is showing the work of the following 15 sponsored and private research organisations whose expertise is improving the design of British engineering products and equipment: BSP Industries Ltd., Cambridge Consultants Ltd., Cartner Group Ltd., Computer Aided Design Centre, Cranfield Unit for Precision Engineering, Frazer-Nash Group Ltd., Fulmer Research Institute Ltd., International Research and Development Co. Ltd., Loughborough Consultants, Metra Consulting Group, National Engineering Laboratory, Plessey Product Assessment Laboratories, Ricardo Consulting Engineers, University of Salford's Industrial Centre and Y-ARD Ltd.

In conjunction with the exhibition, a free seminar on industrial applications for photography is being sponsored by Plessey Product Assessment Laboratories in the afternoon of 28 January at the Design Centre.

Publications

The Age of US and UK Machinery by R. W. Bacon and W. A. Eltis. (52 pages. NEDO Monograph 3. National Economic Development Office, Millbank Tower, Millbank, London SW1P 4QX. 90p.) One of NEDO's tasks is to analyse and compare the various factors contributing to the general economic and industrial performance of the UK and its major competitors. This report carries on the work by examining the relative life-span and age of machine-tools (called 'machinery' in the title) in the UK and USA. Bacon and Eltis, two Oxford economists, have based their survey on the census-data to be found in the British publication *Metal-working Production* every five years and in various American sources. The first section uses this data to give an analysis of the service-life and average age of US and UK machine-tools. Statistics relating to numerically controlled machine tools are also included. In the second section the authors have related the figures for machine-tools to general economic growth and productivity. The amount of detailed analysis and the number of graphs, mathematical equations and tables which are included in this survey make it suitable for readers who already have some knowledge of economics and engineering. Three graphs and a number of tables are included in the text. Equations and formulae appear in the mathematical appendix. The 13 tables given in the statistical appendix at the end show both uncorrected and corrected census-data. Although no formal bibliography is included a few references are cited in foot-notes.

The Cost of Ships' Time by R. O. Goss assisted by S. Herman, M. Mann and Mrs. S. Webb. HM Treasury Government Economic Service Occasional Papers No. 10. (45 pages. HMSO. £1.50. ISBN 0 11 630286 0.) Despite the fact that the economic efficiency of a ship is closely related to the time it spends in useful operation, surprisingly few attempts have been made to estimate the cost of ships' time. This paper aims to show how the cost of ships' time can be evaluated and the results applied to a number of different ship sizes and types. The work is divided into four main sections, the first of which examines the methods which can be used to estimate the cost of ships' time, the problems which must be overcome and the reasons for adopting the method chosen, using the concept of long-run opportunity cost. The second section discusses the results of calculations made, giving tables for different sizes of ships of various types, for example, tankers, bulk carriers, general cargo vessels, container ships, OBO vessels, roll-on roll-off and LASH ships. The last two sections deal with the costs of delays to cargo and containers, and how these may be calculated. This publication will be of interest to those concerned with transport economics and particularly those engaged in measuring the costs of shipping operations and the related costs and benefits of navigational aids, routeing systems, oil pollution prevention measures and other schemes to regulate maritime traffic.

An Introduction to Industrial Economics by P. J. Devine, R. M. Jones, N. Lee and W. J. Tyson. (613 pages. Allen and Unwin. £8.75 boards; ISBN 0 04 338071 9; £3.95 paper; ISBN 0 04 338072 7.) The publication of this book marks a fundamental departure from most previous studies of industrial economics. Before the appearance of this work, most monographs on the subject had sought to describe the industrial structure in largely enumerative terms by listing industries and outlining their origins, development, organisation, etc. – while the theoretical analysis in modern economic theory was left to one side. This new study seeks to eliminate the false dichotomy between description and theory by synthesising the two traditions into a review of the economic analysis of industrial behaviour. It opens with an extensive historical and analytical review of the scope and method of industrial economics. This is followed by a chapter on the market and industrial environments within which firms operate. This is especially useful in that it contains a review of the methods that have been adopted to measure the structural features of these environments. Chapters three to five relate to the individual firm: the first of these examines the static concept of the firm and the next two analyse the firm in more dynamic terms as an organism growing by means of diversification merger and innovation. Chapters six and seven are concerned with two important areas of decision making – marketing and investment – and evaluate theoretical models and empirical studies to illustrate such behaviour. Chapter eight provides an introduction to the remaining three chapters in the book by examining the theoretical and empirical problems arising in the measurement of business performance. Chapters nine and ten contain a survey and critique of government industrial policy and its effect on both private and publicly owned industry. The book concludes with an examination of Government locational and regional policy and its impact on industry.

The Politics of Scarcity: resource conflicts in international relations by Philip Connelly and Robert Perlman. (162 pages. Published for the Royal Institute of International Affairs by Oxford University Press. £3.50. ISBN 0 19 218308 7.) This study, sponsored by the Royal Institute of International Affairs (Chatham House) sets out to analyse the international implications of recent changes in the ownership, supply, cost and consumption of the world's natural resources. It opens with a survey of the physical and economic background to the resources problem. The main focus, however, is upon the often contentious policy choices now faced, individually or in concert, by particular groups of countries. Explicitly those with surplus resources to export, those which, are self sufficient, and those nations – both developed and developing – which depend

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on others for their vital raw materials. The potential role of multinational groupings and cartels is examined and the rival attractions of bilateral and multilateral agreements between exporters and importers are weighed. There is a special emphasis throughout upon the topical and peculiarly difficult problem of energy resources, including oil, but this has deliberately been set into a broader context which also embraces other non-renewable resources such as non-ferrous metals. The work is supplemented by two appendices: the first is a series of profiles of major mineral resources and the second is a listing of US reserves and resources of selected mineral commodities. A select bibliography of both books and periodical articles is also included.

Facts in Focus, compiled by the Central Statistical Office. (245 pages. 2nd edition. Penguin Books in association with HMSO. 60p. ISBN 014 051 053 2.) This compendium of statistical tables and charts on the demography and the social and economic life of this country was first published in 1972. In this revised edition, the tables generally give figures for 1962, 1967 and either 1972 or 1973. These show trends over a decade: the charts depict trends over a longer period. The statistics used are mostly drawn from those compiled by government departments although some are provided by outside organisations. In style, this second edition is similar to the first, but there are 30 more tables and charts; the data used is more recent; greater emphasis is given to social and environmental statistics. There is more regional analysis and a new section called *EEC statistics* (which includes comparisons with Japan, the USA and the USSR) replaces the *International* section of the first edition. The subjects covered are population, social services, transport, the enviromnent, education, manpower, agriculture, industry and trade, energy, the economy, and the European Economic Community. A clear and detailed table of contents precedes the text, which is completed by an *Index of sources*.

Computer Aided Design Centre. Industrial Engineering Group. (12 pages. Available free from CADC, Madingley Road, Cambridge CB3 0HB). The Industrial Engineering Group of the Computer Aided Design Centre, in co-operation with industrial firms, uses computer techniques developed in universities, research institutions and at the CADC itself, to produce computer systems to assist in the design and manufacture of a wide range of both complete objects and their component parts. These systems are made available in a number of ways, depending on the requirements of the customer. The only limitation is the number of computer resources available. The systems may be sold outright for use on a customer's own machine, run as a service on the CADC's own computers or utilised by other computer service bureaux. Although the CADC computer complex provides some of the most advanced computer techniques available, it is also compatible with simple low-cost equipment which can be installed on a customer's own premises. Alternatively, the CADC computers can be used through existing terminals in the Centre's own premises in Cambridge, London and St. Helens, Lancashire. This booklet describes in detail, with illustrations and diagrams, the group's current repertoire of systems together with examples of their application to industrial problems. The value of this booklet lies in its lucid, concise presentation of a service which assumes increasing importance in many fields; the work is also enhanced by being available in the French, German, Russian and Japanese languages.

Milton Keynes shopping arcade

Impression of one of the shopping arcades which will form part of the new city of Milton Keynes, Buckinghamshire. The central shopping building will be one of the largest covered shopping centres in Europe, comprising a pedestrian area of more than one million square feet with the service arrangements being carried out by a system of viaduct bridges at first floor level. The plan includes 14 landscaped shopping arcades, and two open-landscaped and one covered public squares.

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BOTB British Overseas Trade Board

Anglo-Japanese trade in 1975: grounds for sober optimism

By J. I. McGhie, Minister (Commercial and Economic), British Embassy, Tokyo

In spite of the economic problems created by the oil crisis and inflation in the world as a whole and our own industrial problems at home, 1974 has been another memorable year in the development of Anglo-Japanese trade.

It was particularly encouraging for all of us concerned in this effort to note that even during the three-day week in Britain there was no slackening of interest either by British exporters or Japanese importers. The flow of outward missions and visits by individual businessmen was maintained and the activities at the British Export Marketing Centre continued at full swing. We received no fewer than 27 missions and arranged 12 official exhibitions, as well as 10 private exhibitions and 60 seminars and other events at the Centre. In addition, there were 30 promotions of British goods in the great department stores and numerous other promotional events and sponsored participation under joint venture terms at nine Japanese trade fairs.

Of course, a repetition of the great leap forward in exports of 1973 could hardly be expected in the current climate. In an attempt to combat inflation and to restore their balance of payments deficit after the oil crisis, the Japanese Government imposed a tight monetary squeeze which had the desired effect of restraining demand and therefore of reducing imports from all countries. This began to be felt particularly after the middle of the year.

Nevertheless, the increase of 21 per cent in British exports to Japan registered between January and November must, in the circumstances, be counted a very respectable figure. The figures below speak for themselves.

UK exports and re-exports to Japan (fob)

1969	£128,625,000
1970	£147,841,000 (plus 14.9%)
1971	£156,571,000 (plus 6.0%)
1972	£172,586,000 (plus 10.2%)
1973	£272,598,000 (plus 57.9%)
1974 (January-November)	£300,078,000 (plus 21.0%)

What about the prospects for 1975? I believe that there are grounds for sober optimism; the Japanese have in fact been managing their economy a great deal more efficiently than they have been given credit for. A decline of 2 per cent in GNP (and industrial production) in 1974 has, of course, been a shock for a country accustomed to very high growth rates.

Nevertheless, the major balance of payments and inflation problems have been brought under control. The wholesale price index has now dropped to an annual rate of about 8 per cent and the Government's hope is that consumer prices (in October up 26.6 per cent) will be stabilised round about 15 per cent by the time of the Spring Wage Struggle. The oil crisis added US$15 billion to the Japanese import bill and created a severe imbalance in international payments. But tight demand management, acting as a brake on imports, has also released capacity for exports and since the middle of this year Japan has been running a trade surplus which has recently become large enough to offset its very large invisible deficit.

The Japanese forecasters, both official and non-official, are now predicting a return in 1975 to a growth rate which they regard as moderate but most other countries would consider high. The Government's own forecast is that, barring a major world recession, GNP will grow by 4-5 per cent in real terms. Private forecasters are even more optimistic: some of them envisage a growth rate of 7 per cent or even 8 per cent.

To achieve a turn round of anything like this order of magnitude from the present near zero growth rate will inevitably entail a return to reflationary policies. This is unlikely to happen before the Spring Wage Struggle but by the middle of next year a solid upturn in the Japanese economy should be under way.

On the assumption that the more modest official growth forecast will be realised, imports should grow in volume terms by about 6 or 7 per cent. In these circumstances, given a continuing effort, I should expect British exports to maintain a growth pattern even stronger than this year's. Mr. Matsuo, chairman of the British Market Council, told me the other day that he expects British exports to Japan to rise by 17 to 18 per cent in 1975 which should produce a total of about £400 million. This estimate may be on the cautious side.

But even if, which I do not believe, the recession of the world continues to deepen and there is zero growth in Japan next year as well, it must be remembered that the Japanese market remains a very large one. (In 1973 Japan's GNP almost equalled that of France and Italy combined.)

Even if we could do no better next year than maintain the present volume of our visible exports, Japan will remain an important target for British exporters. Demand for our consumer goods should continue to be fairly strong, while Japan's technologically-oriented industries continue to represent a large and growing market for British advanced machinery instruments, and techniques. Furthermore, it should be remembered that Japan represents a most important market for our invisible exports, the annual surplus of which must be in excess of £200 million.

In what areas are we likely to make progress? I would expect it to be on a broad front. The demand for high quality British consumer goods, now well established in Japan, will continue and is likely to be widened in scope, with the ever-

increasing interest of the Japanese public in leisure goods and items for the home. Many large contracts signed by members of missions and exhibitors will be coming to fruition next year.

It is highly indicative that in the first nine months of 1974 woollen fabrics were up 87 per cent, carpets 62 per cent and sports equipment 51 per cent. In the domestic field, one British company alone will be selling domestic heating appliances in Japan worth £3 million over the next three years.

But it is in capital goods that I would hope to see the largest increases. Here again, we can take heart from the sharp rises in machinery and transport equipment in the first nine months of 1974 (71 per cent) and in office machinery (118 per cent) and machine tools (121 per cent). There have been more and more indications that British exporters are prepared to take a long view of the Japanese market and to invest for the future.

I have recently heard that one of Britain's largest corporations is considering substantial investment is a series of joint ventures. Several large scale operations and joint ventures were initiated in 1974. They range from biscuits and chocolates, on the one hand, through gramophone records, tools, food processing machinery and even to a mail order business. Significant contracts have been concluded for the sale of products as varied as aircraft simulators and container castings, while British technology continues to win licences, an example of which is the recent announcement that a major Japanese manufacturer is to produce British designed aluminium car wheels.

Meanwhile, 1974 saw the introduction of the Tristar, with Rolls-Royce engines (*picture*), on Japanese trunk lines by a leading domestic airline. In third countries, where Japanese plant contractors are now very active, British companies are in a position to win major supply contracts, although the recent rise in British prices could jeopardise this potentially very lucrative business.

If, as I confidently expect, the Japanese government will pursue reflationary policies after the Spring Wage Struggle and the Japanese dynamo starts humming once again, opportunities for British exporters will continue to open up. The Japanese market is complex and not always the easiest to penetrate. But, as many success stories show, it can be highly rewarding to those who make the effort.

In the medium term, ie from the second half of 1975, prospects are improving; in the longer term they are very good. Efforts made today may not bear full fruit for five years or so; but if the effort is not made now we shall miss out on the harvest.

The British exporters who have been the most successful in Japan (and indeed the same can be said of our Continental competitors) are those who have been prepared to take a long term view of the market, to sustain their activity in Japan, to take full advantage of the learning curve and to invest sufficiently at home so as to produce an adequate volume of goods, promptly delivered.

Seven Lockheed TriStars are in service in Japan, part of an order by All Nippon Airlines for 14 with an option on seven more. That means the indirect export to Japan of 14 times 3 Rolls-Royce RB211 engines, plus a possible addition of 7 times 3, making a grand total of 63 engines.

Marketing in Japan 1975

Following the success of the 1974 residential conference, the British Overseas Trade Board will again be lending its support to the Centre for International Briefing at Farnham Castle in Surrey for a three-day conference on Marketing in Japan from 19-21 February.

Subjects to be covered include 'Japanese employee relationships', 'Development of a UK-Japanese Joint Venture', 'Joint Projects with Japanese Companies in third markets'. Speakers will include senior representatives of British consumer and capital goods firms with first-hand experience of doing business in Japan and the three-day conference will enable a generous amount of time to be allotted to syndicate discussion of specific marketing problems.

The BOTB believe that the date is particularly opportune. Growth in Japan was held back in 1974 by Government restrictions to control inflation. The rate of Japanese inflation is slackening now and it is widely expected that the brakes will be taken off the economy early in 1975, and that Japan will resume its former pattern of growth. It is certain that Japan will continue to be a major market for British exports. Even without economic growth the market, in absolute terms, is vast.

The cost of the conference, inclusive of accommodation and all meals from dinner on Wednesday 19 February to lunch on Friday 21 February is £90 per delegate. Inquiries should be directed to the Conference Secretary, Farnham Castle, Farnham, Surrey, (tel. 02513 21194).

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BOTB News

Eric Deakins visits South-East Asia

Eric Deakins, Parliamentary Under-Secretary of State for Trade, arrived back in London at the weekend after a 12-day visit to South-East Asia. Mr. Deakins toured Malaysia, Indonesia and Singapore, 30 December-10 January, for talks with Ministers and businessmen on trade matters.

In Malaysia, he had meetings, mainly in Kuala Lumpur, and a day in Malacca; his Indonesia programme included meetings with planning and trade organisations in Jakarta and a visit to Surabaya to see British aid and commercial interests in East Java; his itinerary in Singapore included calls on United Kingdom firms, with tours of port and oil installations.

Speaking to British businessmen in Singapore on 9 January, Mr. Deakins referred to the 'fantastically successful country' in which they were working.

British exports to Singapore had been rising very strongly, Mr. Deakins said, and final figures for 1974 might show a 50 per cent increase on the £100 million worth of goods exported to Singapore from Britain in 1973.

Mr. Deakins said that in each of the three countries he had visited he had learned how the British community was highly regarded for its enterprise and integrity. He learned also that British goods were highly regarded for their quality.

In Jakarta, Mr. Deakins told a press conference on 7 January that prospects for British firms to contribute to the future development of the country were very bright.

'Opportunities are so numerous that I can quote only a few of the more important ones. There is a market here for British road vehicles, notably buses, Land-Rovers and lorries. Other opportunities arise in development of food production, water pumps, diesel generating sets, hand tools and agricultural machinery; also plant to develop natural resources, including sugar factories, and paper mills,' he said.

Mr. Deakins stressed the value of British consultancy services which enjoyed a high reputation for expertise, reliability and impartiality.

'I shall return to Britain determined to make many more of our businessmen at home appreciate there is real desire to buy British on your part. I will urge them to come out here and see Indonesia for themselves,' he said.

Answering questions, Mr. Deakins stressed again prospects for Land-Rovers and lorries, which he said were in great demand. The UK was not supplying all it could sell. The difficulties facing British Leyland were not unique to the UK and could be overcome by co-operation between industry and government.

Mr. Deakins did not believe UK firms had 'missed the boat' in Indonesia. Opportunities were here for them to do more – through local assembly of cars, for example, for direct exports and for supplies of capital goods to fulfil the objectives of the next Five Year Plan.

On EEC re-negotiation, Mr. Deakins declined to speculate on the outcome. But he said whatever happened would not have an adverse effect on trade with Indonesia. Before joining EEC, the UK had the most liberal scheme of generalised preferences in world and would continue to seek to improve EEC GSP.

Mr. Deakins described long-term prospects for Britain as 'extremely good' and quoted North Sea oil as an example.

Asked about scope for increasing imports from Indonesia, he said there were good prospects for timber and paper.

Mr. Deakins announced in Kuala Lumpur on 31 December confirmation that the UK Government would hold a major exhibition of British industrial machinery and equipment in Kuala Lumpur in the spring of 1976. The proposal had been welcomed by the Malaysian Minister of Trade. The next step would be talks in London on detailed arrangements with British companies.

'This exhibition will represent a major commitment on the part of the UK Government and British industry to closer ties with Malaysia,' he said.

Eric Deakins, Parliamentary Under-Secretary of State for Trade, (right) is greeted by Sir Eric Norris, United Kingdom High Commissioner in Malaysia, at Kuala Lumpur Airport at the start of his 12-day visit to South-East Asia.

Mr. Deakins also referred to the rise in the number of trade missions from UK to Malaysia from four in 1974 to at least seven in 1975.

Answering questions at a press conference, he said it was too soon to say how many firms would take part in the exhibition. He hoped a number who had not thought of tackling the Malaysian market would come in, as well as many already here. The exhibition would follow the recent major fair at Singapore and the forthcoming Shanghai Fair.

On the Common Market, he said the UK had been fighting very hard during renegotiation for interests of Asian Commonwealth, including Malaysia. Substantial progress had been made in improvements to GSP, and the UK would seek further liberalisation in review of scheme after next February.

On the rubber buffer stocks scheme, he said the UK would welcome international commodity agreements based on fair division of responsibility between producers and consumers.

Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 20p.

BOTB support for British firms exhibiting abroad in 1975

With the support of the British Overseas Trade Board some 1,700 British firms will take part in 79 overseas trade fairs in 23 countries during the first three months of 1975 (compared with 1,655 firms in 81 fairs in 25 countries in the first quarter of 1974). In the same period, assistance will also be given to 60 outward missions with the participation of over 800 British firms involving 42 countries – an increase of 18 per cent in the number of missions and of 34 per cent in the number of firms over the comparable period of 1974. In addition, 11 overseas retail store promotions will be supported by the Board.

The following are among the main BOTB supported promotions during the first quarter of 1975:

ATLANTIC CITY – CHINA AND GLASS SHOW
5-9 January

The Northern Ireland Department of Commerce will sponsor a group of 18 companies from the whole of the UK. This will be the first time there has been a joint venture at this show, one of the largest of its kind in the world.

FRANKFURT – INTERNATIONAL TRADE FAIR FOR HOME FURNISHING TEXTILES (HEIMTEX)
8-12 January

A group of 104 British firms will show a range of products at this fair under the sponsorship of the National Wool Textile Export Corporation, the Irish Linen Guild and the British Carpets Export Association.

PARIS – INTERNATIONAL FURNITURE EXHIBITION
16-20 January

A record number of 35 British firms, sponsored by the British Furniture Manufacturers Federation, will exhibit their modern and reproduction furniture in a group display.

TOKYO – INTERNEPCON
22-25 January

A British group of 26 companies, sponsored by the City of Westminster Chamber of Commerce, will exhibit at this important Japanese electronic show.

HOUSTON – NATIONAL SPORTING GOODS ASSOCIATION SHOW
23-26 January

Under the joint sponsorship of the Federation of British Manufacturers of Sports and Games and the Camping Trades Association of Great Britain Ltd., 32 firms will be displaying their products in a British group at this event catering for leisure interests.

NUREMBERG – INTERNATIONAL TOY FAIR
1-7 February

Sponsored by the British Toy Manufacturers Association a group of 59 British firms will display a variety of goods at this fair which attracts visitors from all over the world.

MOSCOW – EXHIBITION OF EQUIPMENT AND INSTRUMENTS FOR TELEVISION AND CINEMATOGRAPHY
18-27 February

Sponsored by the British Photographic Export Group 14 British firms are taking part in this exhibition, the first of a series of specialised events backed by the British Overseas Trade Board in USSR in 1975.

BRNO – INTERNATIONAL FOOD SALON (SALIMA)
21-28 February

An officially supported group at this exhibition, will consist of 21 companies sponsored jointly by the British Food Export Council and the London Chamber of Commerce. This is the only specialised food show in Eastern Europe and an export opportunity in a good potential market for British manufacturers of food and food machinery.

HOUSTON – GAS TURBINE CONFERENCE AND PRODUCTS SHOW
2-6 March

A British group of eight firms sponsored by the British Electrical and Allied Manufacturers Association will display their products at this annual peripatetic show. The industrial version of the Rolls-Royce RB 211 engine will be a highlight.

PARIS – INTERNATIONAL AGRICULTURAL WEEK
2-9 March

Three British groups will be supported at exhibitions forming part of this Paris event. The British Agriculture Export Council is sponsoring a group of 23 firms showing livestock and farm equipment at the International Agricultural Exhibition, and also five firms at the International Poultry Exhibition, while the Agricultural Engineers Association will be sponsoring a display of 11 firms exhibiting a wide range of agricultural machinery and equipment at the International Agricultural Machinery Exhibition.

SYDNEY – INTERNATIONAL TOY AND SPORTING GOODS TRADE FAIR
9-12 March

The British group of 37 companies, under the sponsorship of the British Toy Manufacturers Association, will be larger than previous officially supported participations at this fair.

LEIPZIG – INTERNATIONAL SPRING FAIR
9-16 March

In addition to a well-established Government Information stand, participation at this event will comprise a British group of 28 firms sponsored by the Birmingham Chamber of Commerce and Industry, the Building Centre and the Scientific Instrument Manufacturers Association.

NUREMBERG – EUROPEAN EDUCATION AIDS AND APPLIANCES FAIR (DIDACTA)
10-14 March

A collective participation of 27 firms sponsored jointly by the Industrial Council for Educational and Training Technology Ltd. – including a stand for the Department of Education and Science – and the Book Development Council will exhibit at this specialised fair for educational equipment. (DIDACTA is usually biennial and due again in 1976; the 1975 fair is an additional event.)

TEL AVIV – BRITISH MEDICAL EQUIPMENT EXHIBITION AND SEMINAR
12-17 March

Taking part in this important export promotion organised by the British Overseas Trade Board will be 23 companies. Some of Britain's latest medical techniques and developments will be on show to buyers and specialist visitors and, in addition, eminent British and Israeli doctors will speak at the associated seminar.

SHANGHAI – BRITISH MACHINE TOOLS AND SCIENTIFIC INSTRUMENTS EXHIBITION
25 March-4 April

Over 60 firms will take part in this BOTB all-British event sponsored in association with the Sino-British Trade Council, the Machine Tool Trades Association, the Scientific Instrument Manufacturers Association, and the Gauge and Tool Makers Association. This major promotion in the BOTB's 1975 programme follows the very successful British Industrial Technology Exhibition in Peking in 1973.

NOTE

In 1974, the British Overseas Trade Board supported 181 outward trade missions involving 64 countries in which 2,179 British businessmen participated. This represents an increase of 20 per cent in participants and 16 per cent in numbers of missions compared with 1973, when 1,815 businessmen were supported by the BOTB in 156 missions to 60 countries.

The level of BOTB assistance for collective displays of British goods overseas and for retail promotions abroad remained much the same in 1974 as in 1973. During 1974 the Board supported some 6,100 firms at 318 overseas trade fairs, including all-British exhibitions, in 45 countries. Export opportunities for British consumer goods were enhanced by 45 overseas store promotions and five British shopping weeks organised with BOTB support.

Exhibitions and Fairs

Appliances – including the kitchen sink – for mobile homes are displayed on a British stand at last month's Netherlands Caravan Exhibition.

UK's new models at Amsterdam caravan show

From A. Hazebroek, Commercial Dept., British Embassy, The Hague: Held at the peak of the oil crisis, the Netherlands Caravan Exhibition in 1973 attracted less than half the 70,000 people expected to visit it. Against this background, prospects for the 1974 show looked gloomy indeed. But oil shortages were less to the fore in the public mind last month and a surprisingly large number of 50,000 people attended. For the first time, the whole of the 50,000 sq. m. floor space available at Amsterdam's RAI Building was in use for this event: there were 133 exhibitors, as against 124 the previous year; the number of models displayed was 580 compared with 500 in 1973.

Exhibits came from Belgium, Denmark, Finland, France, Great Britain, the Irish Republic, Italy, Yugoslavia, the Netherlands, East and West Germany and Sweden. In addition to complete caravans, folding and motorised campers were shown, together with a wide variety of parts and accessories such as caravan awnings, chemical toilets, heating and cooking equipment, refrigerators, water pumps, lighting equipment and complete chassis. Six British manufacturers had new models on show, including a folding caravan with rigid walls and, in the accessory line, the cheapest luggage trailer available at the exhibition.

The proportion of touring caravans displayed at the exhibition remained virtually unchanged compared with the previous year. The number of 'mobile homes' increased by 8 per cent. A slowly increasing interest is being shown in motorised campers but local taxation on these vehicles is very heavy and their share in this market is still negligible.

It was noticeable that several caravan producers, including British, have created new models to save on material and labour costs. The resulting products are rather sober-looking but inexpensive by present-day standards and can easily be towed behind one-litre engined cars. New constructional details were in evidence, especially in the British vans, using aluminium for outside panelling, with plastic panels to incorporate rear, brake and direction-indicator lights and licence plate holders.

In the number of makes of caravan displayed, Britain came in third position (19), after the Netherlands (38) and West Germany (20). Most British-made caravans were shown by their Dutch agents but the UK was represented also for the first time by a joint venture, sponsored by the National Caravan Council which displayed parts and accessories. Eight firms showed equipment ranging from caravan awnings to complete caravan chassis. Whether aiming to reach the general public or manufacturers, all joint venture participants expressed their satisfaction with the number of inquiries received and the prospects for future business in the Dutch market.

The price advantage of British products of this kind was illustrated by the fact that the caravan awnings displayed by one firm were about half the price of the Continental competitive products. Several firms found prospective agents during the exhibition and an agent was appointed on the spot in one case.

Looking at the prospects for the caravan market in the Netherlands, it is clear that even prior to the oil crisis a period of stabilisation had set in. Nevertheless, sales of about 30,000 are expected to have been made in 1974 (as compared with 35,000 in 1973) and the enormous growth in the 60s is now leading to a replacement market. For the next three to five years, sales of between 30,000 and 40,000 units per annum are expected.

In short, it can be said that the Dutch caravan market has shown a remarkable recovery since the beginning of this year and that the prospects in the medium term are good, barring further upheavals. The British joint venture was successful and it will be well worth repeating this next year.

British design is being shown at furniture forum

Following the successful participation of six British manufacturers of modern furniture at the Cologne International Furniture Fair held in January last year, a further display of modern British design will take place at the Paris International Furniture Fair this year. Sponsored by the British Furniture Manufacturers Federation under the British Overseas Trade Board's joint venture scheme, and selected by the Design Council, these manufacturers have been chosen for their modern uncluttered designs.

Antocks Lairn Ltd., in conjunction with W. P. Eglin Ltd., is exhibiting selections of its office and contract furniture. Antocks Lairn's range includes boardroom tables, conference, banqueting and reception chairs using chrome finished metal-work and ash veneer with soft, brightly coloured upholstery for the seating. The Eglin range includes well designed, utilitarian furniture for use by public authorities in, for example, schools and waiting rooms, and also high quality boardroom furniture as exemplified by its Bacchus and Apollo range of hide-covered chairs, and the Isis table in rosewood.

Gordon Russell's exhibits cover a variety of conference and office furniture in standard designs which can be adapted to meet individual specifications.

The rest of the furniture is almost entirely for the domestic retail market HK Furniture is showing chairs and settees in a diverse range of fabrics that can fit into any style of interior. Like HK, Robert Whiting Designs offer chairs and settees with a variety of fabrics for loose or fitted covers.

Collins and Hayes Ltd. is exhibiting three new suites of chairs and settees in either hide or patterned velvet. Arkana Ltd. is exhibiting the latest of its furniture designs in plastics and fibreglass, while OMK Designs is launching a completely new range of furniture, including sofas and easy seating with a framework of perforated steel panels containing large loose cushions.

The presence of these British manufacturers in Paris underlines their acute awareness of the importance of establishing a firm foothold in the expanding domestic and contract markets throughout Europe.

Electronic components exhibition is set for Paris

Sponsored by the Federation Nationale des Industries Electroniques (French Federation of Electronic Industries), and various trade associations, the Salon International des Composants Electroniques (International Electronic Components Exhibition) will be held in Paris, at the Parc des Expositions, Porte de Versailles, 2-8 April. It will be closed on Sunday 6 April.

More than 30 United Kingdom companies will participate in a British Overseas Trade Board-supported joint venture at the exhibition.

The exhibition will take up a surface area of 61,000 sq. m., and it will be divided into four sections: electronic components; measuring instruments; materials especially made for the electronic industry; equipment, specific products and production line methods of electronic components.

Other sections will be devoted to the press, publishing, and official organisations. The exhibition will be completed by several special events: conferences, technical communications, show of technical films, trade associations meetings etc.

An international colloquium on 'Materials for Electronic Components' will take place 2, 3 and 4 April.

Concurrent with the Components Exhibition, the Salon International Audiovisuel et Communication (International Audiovisual and Communication Exhibition) will take place. This exhibition which is only held every two years, will also be closed on Sunday 6 April.

A little earlier in the year, the new Palais des Congrés, Porte Maillot, Paris, will be the venue of the Festival du Son (International Audio Festival) 10-16 March.

BOTB joint ventures in the United States

Over 50 UK firms are taking part in three of the joint ventures organised by the British Overseas Trade Board at American exhibitions this month.

New York: International Home Furnishing Fair, 12-17 January. A joint venture display with eight UK companies has been arranged by BOTB in association with the British Furniture Manufacturers Export Club Ltd. The firms are exhibiting a wide range of reproduction furniture, traditional upholstery in hide and paintings on glass.

Anaheim: Motor Cycle and Accessory Trade Show, 16-18 January: the biggest contingent ever of British firms are taking part in the show to be held at the Anaheim Convention Centre, California. A total of 17 British firms will be presenting their products in a joint venture display arranged by BOTB and the Cycle and Motorcycle Association Ltd.

Houston: National Sporting Goods Association Show, 23-26 January: a total of 31 British firms are taking part in a joint venture display at this event under the direction of BOTB in collaboration with the Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain Ltd. The firms will be exhibiting a wide range of sports clothing and equipment for sports including tennis, golf, mountaineering, gymnastics and underwater swimming.

Support being considered for Leningrad exhibitors

Leningrad: Exhibition of Modern Machinery and Equipment for Catching and Processing Fish and Sea Products, 6-20 August. The Department of Trade will consider offering official support for British participation in this official exhibition, provided response from British industry is sufficient to justify doing so.

The categories of exhibits to be included are wide-ranging and include the whole range of equipment for processing, packaging, refrigeration and transportation of fish products, in addition to on-board fishing equipment.

Further information is available from Miss L. M. Haley, Fairs and Promotions Branch, Hillgate House, London EC4M 7HU; tel. 01-248 5757, ext. 7213.

Frankfurt home fair draws world's buyers

Over 100 British firms exhibited at the International Trade Fair for Home Furnishing Textiles, (Heimtex), Frankfurt, 8-12 January. Their participation, sponsored by the British Overseas Trade Board in collaboration with the British Carpets Export Association, the National Wool Textile Export Corporation and the Irish Linen Guild, covered an area of 3,414 sq. m.

Because of the growing interest of British manufacturers in the German market, the number of British exhibitors has increased steadily over the past five years and will again be the largest foreign participation. Exhibits will include household textiles, bed linen, curtain fabrics, wall covering materials, blankets and a wide range of floor coverings and carpets.

The only event of its kind in Europe, Heimtex is a market place for buyers and specialists looking for the latest fashions for the home. Many of the visitors are from Germany but the event also attracts customers from all over the world.

Science instrument body in joint ventures

The Scientific Instrument Manufacturers Association reports that it has arranged to sponsor, under the British Overseas Trade Board's joint venture terms, United Kingdom group participation in the following exhibitions this year.

3-6 March, Pittsburgh Conference on Analytical and Applied Spectroscopy, Cleveland; 9-16 March, Leipzig Spring Fair; 13-18 April, Federation of American Societies of Experimental Biology and Congress, Atlantic City; 10-18 September, International Engineering Fair, Brno.

6-10 October, 15th Japan All Scientific Instrument Show, Tokyo; 21-30 November, Equipment for Geology, Geophysics and Cartography, Moscow; 25 November-3 December, Instruments for Research in Physics, Moscow.

All the exhibitions until September are fully booked and are closed to further applicants, states SIMA. Companies interested in participating in the exhibitions in Tokyo and Moscow should contact L. J. Nolder, Marketing Executive, SIMA, SIMA House, 20 Peel Street, London W8 7PD; tel. 01-727 2614.

Following the successful SIMA exhibition of Analytical Instruments and Pollution Measurement and Control Instrumentation at the British Export Marketing Centre, Tokyo, last November, there has been keen interest expressed for participation at the Japan Scientific Instrument Show 1975, SIMA reports. Exhibiting space of 600 sq. m. has been reserved at this exhibition and it is anticipated that 35 British companies will be exhibiting on the group stands.

The exhibition will be international for the first time this year, SIMA states, enabling non-Japanese manufacturers to exhibit in their own right.

Tehran: UK pavilion under consideration

Provided there is sufficient response from industry, the Department of Trade will organise a British pavilion at the 3rd Tehran International Trade Fair, 16-27 September. This event is a general trade fair and is open to manufacturers of both capital goods and consumer goods.

Some of the best opportunities for UK exports to Iran are expected to include agricultural supplies, building materials, construction equipment, educational equipment, energy and power generation plant, heating, ventilating and refrigeration equipment, materials handling equipment, port and harbour equipment, medical and hospital equipment, metal working machinery, packaging machinery, petroleum recovery, refinery and chemical equipment, pumps, valves and hydraulic equipment, textile machinery – all of which will be represented at the fair.

For further details and application forms please contact G. A. Casburn, British Overseas Trade Board, Department of Trade, Room 115, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 602.

London hardware fair arranged for Olympia

Sunday 26 January sees the start of London's 21st International Hardware Trades Fair which will occupy the entire exhibition complex at Olympia.

The organisers, Universal Exhibitions Ltd., state that it will be the largest and most comprehensive of its kind yet to be staged in this country. It is the only specialised hardware fair for trade only in the UK. On 27 January, the fair will be visited by the Lord Mayor of London, Sir Murray Fox.

The 700 exhibitors from both home and overseas will be showing some 45,000 products – hundreds of them for the first time – designed to equip and maintain the home, garden and workshop.

Foreign participation is strong, over 10 per cent of the total of exhibitors. This is seen as a sure indication that foreign manufacturers recognise the fair as one of the leaders in world hardware trading. There are the government stands of Austria, France, Germany and South Africa, showing composite exhibits and individual exhibitors from Belgium, Denmark, France, Germany, Holland, Hungary, Ireland, Italy, Poland, Portugal, Singapore, Spain, Sweden, Switzerland and USA, while goods from all over the world will be shown through British agents.

Fifteen trade events scheduled for Greece

The Commercial Section of the Greek Embassy in London has announced brief details of 15 trade exhibitions to be held in Greece this year.

They are: 3rd International Fur Trade Fair, 20-23 March; 3rd International Marble Fair, 5-9 June; Thessconex (building materials and equipment), 19-25 January; International Fair of Thessaloniki, 31 August-21 September; 16th National Shoes and Leather Articles Exhibition, 1-6 March; 6th Modern Home Exhibition, October; 7th Exhibition of Agriculture and Handicraft, second half of May.

Aesculapios (exhibition of hospital and medical equipment and pharmaceutical products), January-February; Xenia (exhibition of hotel equipment), 10-16 February; 4th Panhellenic Exhibition of Textile and Ready-Made Cloths, 15-29 March; 2nd Exhibition of Transport and Communication, 28 May-2 June; Exhibition of Technical Equipment and Raw Materials, 10-20 October; Exhibition of Building Materials and Household Equipment, Autumn; 1st Hellenic Fashion Fair, 1-5 February; Sound and Picture, 6-13 June.

The Greek Embassy's Commercial Counsellor A. N. Zaphiropoulos states that the first four events listed will take place in Thessaloniki, while all the others will be presented in Athens, except the 7th Exhibition of Agriculture and Handicraft which is to have Lamia as its venue.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Export Business

London firm wins Brazil petro-chemical contract

A contract worth £5.6 million has been won by Cryoplants Ltd., Edmonton, London, to supply an air separation plant for a new petro-chemical complex in Brazil. The contract has been awarded by Copene-Petroquimica do Nordeste SA (a subsidiary of Petrobras Quimica SA).

Cyroplants Ltd. – a member of the BOC group – reports that it won the contract against strong international competition. It involves the design, fabrication, construction and commissioning of a plant to supply 640 tonnes a day of gaseous oxygen, 284 tonnes a day of pure gaseous nitrogen and more than 70 tonnes a day of liquid gases.

Additionally, the contract includes the supply of compression, bulk liquid storage, vaporisation and distribution equipment, as well as the design and construction of associated civil engineering work.

The new installation, to be located at Camacari-Estado da Bahia, Brazil, is scheduled to be on stream by early 1977.

A further five marine diesel engines ordered by South Korea shipbuilder

An order for a further five H & W-B & W 6K74EF marine diesel engines has been placed with Harland and Wolff Ltd., of Belfast, by the Hyundai Shipbuilding and Heavy Industries Co. Ltd., of Ulsan, South Korea, bringing the total number of engines ordered last month by the South Korean company from Harland and Wolff, to 12, worth approximately £10½ million.

Delivery of the engines will follow immediately upon that of the seven engines ordered earlier in the month. The first engine will be delivered in October, 1975 and the remainder will follow at monthly intervals.

The complete order for 12 engines is by far the largest ever won by the Belfast engine works. It also marked a significant penetration into the export market for the company. In the past engine sales from Harland and Wolff have been mainly to other shipbuilders in the United Kingdom, but earlier in 1974 the company gained an order for a marine engine from Peru and the speedy delivery of this netted another order for components for ships being built for the Peruvian Navy. This breakthrough into the export field has now been followed up by the massive order from South Korea.

A major feature of the negotiations with Hyundai were the guarantees which Harland and Wolff gave on delivery and which could well lead to further important orders in the years ahead.

Desalination plant contract for Qatar

Two sea-water distillation plants, each with a daily output of 600,000 imperial gallons of pure water, have been ordered from Weir Westgarth Ltd. of Glasgow, a member of the Weir Group, for installation at Umm Said, 30 miles from Doha, capital of Qatar.

The contract, valued at £1.5 million, has been awarded by QAFCO (Quatar Fertiliser Company) a company in which the majority shareholder it the State of Qatar and in which other shareholdings are held by Norwegian and British interests.

This is the fourth contract for desalination plant awarded to Weir Westgarth in the last seven months. It will bring the total number of the company's desalination plants in Qatar to eight and in the Middle East to 38.

The new plants are scheduled to be on stream early in 1976 and will produce water for the Umm Said complex, one of the world's larger fertiliser production units.

The plants will operate on the multiple stage flash distillation process pioneered by Weir Westgarth and will produce water with a maximum salt content of five parts per million. They will incorporate an on-load cleaning system, first introduced by Weir Westgarth for desalination plants, which will allow them to be run continuously for up to 12 months.

Autocall gets a right number Down Under

Autocall, the automatic telephoning dialling system marketed outside the UK by Racal-Amplivox Communications Ltd., has been approved by the Australian authorities for use on their PTT network.

The system obviates the need to remember telephone numbers and uses a pre-programmed plastic card which is simply inserted into the Autocall unit. The call is then dialled automatically. The card can be re-used any number of times and may be stored for easy random access in an index box or kept with the file pertinent to a particular subject such as might be the case in some purchasing departments.

It is claimed that by eliminating dialling errors, Autocall saves on time and money, thereby increasing overall departmental efficiency. Because Autocall contains only two moving parts, it is particularly robust and very reliable as well as being extremely easy to use.

The unit can be supplied with a built-in loudspeaker which enables the user to monitor all dialling and ringing tones while waiting for his call to be answered. Only when he hears the called party respond need he pick-up his handset.

Two hundred thousand pens destined for Nigeria

Tallon Ltd., Bristol manufacturer of writing instruments, has secured an order for more than 200,000 pens for Nigeria. The pens, Tallon's 'No Name' stick pens, were produced and dispatched in December for a confirming house, ESA Creative Learning Ltd., of Harlow, Essex for export to Nigeria.

Tallon is now doing regular export business throughout Europe as well as in Africa and in the Far and Middle East.

Trade Information

Peter Shore visits Sweden and Finland

Peter Shore, Secretary of State for Trade, is currently visiting Sweden and Finland (14-17 January).

This is the first of a series of visits to foreign countries which Mr. Shore is to make in 1975 for talks on international trade and to explore opportunities to promote and stimulate trade. Mr. Shore's programme has been :

Tuesday, 14 January, Stockholm: Talks with Mr. Bengt Dennis, Permanent Under-Secretary, Ministry of Commerce and Mr. Ragnor Sohlman, Under-Secretary, Foreign Trade Department.

Wednesday, 15 January, Stockholm: Talks with the Minister of Finance, and speech to a joint meeting of the Industriforbundet (Swedish Employers' Federation) and trade union representatives. Call on the Prime Minister.

Thursday, 16 January, Helsinki: Talks with Mr. Karjalainen, Minister of Foreign Affairs, Mr. Laine, Minister of Foreign Trade and Mr. Horn, Chairman of the Federation of Finnish Industries. Meetings with Members of Parliament, trade unionists and industrialists, and follow ups to contacts made with members of the Finnish high level trade delegation who visited the UK last November.

Danger of malaria for air travellers

The Airline Users Committee is concerned at the increase in the number of reported cases of malaria in the United Kingdom in recent years, and feels that airline users should be made aware of the danger of contracting this disease and of the precautions they should take to avoid it. It is estimated that 65-70 per cent of air travellers take no anti-malaria precautions, where these are appropriate, or fail to implement them properly and effectively.

In the 1960s there were about 100 cases annually in Britain of imported malaria. By 1973 this figure had increased to 462 and provisional figures for the same year show that there were three fatalities. The most rapid rise in malaria cases is among air tourists, notably those going to Africa where the most harmful and sometimes fatal variety is common, and there has also been a sharp increase among former immigrants visiting their countries of birth. Businessmen are also at risk.

The Department of Health and Social Security has produced a leaflet for general use which contains advice and a map indicating malarious areas. This has been given a very wide distribution including travel agents and tour organisers.

The AUC feels that the most effective time for warning travellers is when they make their bookings, and in order to back up the efforts of the DHSS the Committee is writing to all holders of air travel organisers' licences, drawing their attention to the leaflet and the need to warn those who are intending to travel to malarious countries. Other effective points of distribution include airline immunisation centres and seat-back pockets in aircraft.

Anyone visiting or pasing through malarious areas should take anti-malarial drugs before, during and for 28 days after their visit.

Investment in Republic of Korea's Changwon industrial complex

Booklets are available outlining investment opportunities in the Changwon industrial complex for the following products:

Grey cast iron	Air and water power machinery
Malleable cast iron	Machine tools
Ductile cast iron	Textile machinery
Steel casting and forging	Voluminous materials processing
Seamless steel piping	Heat control machinery
Tools	Chemical machinery
Metal die and mould	Marine engines
Bolts and nuts	Marine valves
Bearings	Deck machinery
Gear	Generators and electric motors
Hydraulic components	Circuit breakers and switch boards

Each booklet gives a brief description of planned production capacity, employment plans, fund requirements, demand forecasts, and machinery and equipment required.

The industrial complex provides opportunities for British companies to invest in manufacturing joint ventures or to enter into licensing agreements for the local manufacture of their products by Korean companies. Since the Changwon Development Corporation is neither an end-user not an intermediate buyer, it is not interested in receiving offers of machinery and equipment. British firms wishing to supply equipment for the plant should contact individual end-users through local agents. Inquiries: CRE ext. 5642/3457.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

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Advice for British firms with South African employees

The following are extracts of a speech which Eric Deakins, Parliamentary Under-Secretary of State for Trade, delivered on 13 January at the Christian Concern for Southern Africa Conference at the University of Sussex :

'In the wider context, the Government believes that it is essential for Britain to make clear its firm stand against apartheid and racialism. It is essential that in their business operations in South Africa, British firms should not supinely accept the inequalities and inhumanity fostered by these policies. They should take the lead in doing as much as is humanly possible to improve the situation of all their non-white employees. And their actions and behaviour in this respect must be open to public scrutiny, in this country and the world.

'Inevitably, the Government's endorsement of the Trade and Industry Sub-Committee (TISC) recommendations and related action will have gone too far for some, and not far enough for others.

'However, the action we have taken to bring the TISC Code of Practice to the attention of all the UK parent companies with South African affiliates (between four and five times the number of firms who submitted evidence to TISC) and to call for the publication of information to enable judgements to be made of progress towards implementation of the recommended policies shows that we do not intend to remain neutral in this matter.

'It may be well to recognise the limitations of Government in this area. We cannot by legislation or otherwise enforce implementation of the Code by concerns under foreign jurisdiction. But we can, and if necessary will, compel British Parent firms to publish relevant information – though naturally I hope this will not be necessary.

'And it would be wrong to suppose that companies can disregard with impunity the injunctions to apply the Code and to publish the results of their progress. Harsh publicity will be the penalty for failure to explain and justify performance.

'Experience before and during the TISC Inquiry showed that this is a powerful sanction; that companies are sensitive to criticism and jealous of their reputation as employers. Parliament too will be observing the working-out of our policy and it will of course be open to the House to call for a new Inquiry by a select committee if circumstances require it.

'In fact, judging from the replies to Peter Shore's letter early last year, there has been a very good response to the TISC report, and firms are actively and positively reviewing these questions.

'I am hopeful, therefore, that the formula that we have chosen – self regulation nurtured by publicity – will work successfully. If experience proves me wrong, as I hope it will not, we shall of course be obliged to reconsider the possibility of further action. As Peter Shore mentioned in Parliament on 1 May last year, if the pressure of publicity and moral argument needs reinforcing, it will be for the Government to ask Parliament for powers.

'On the question of wages, it is clear that the poverty datum line is consequently affected by inflation, and that in working towards the minimum effective level this factor will have to be taken into account.

'The Department of Trade will shortly be issuing additional advice to supplement the Code, including information of sources of help for firms in developing minimum wage calculations.

'My department and the newly appointed First Secretary (Labour), Mr. Vose, in our Embassy, will be glad to contribute advice on this and other questions.

'Although wage improvement is rightly a major priority, urgent attention must also be given to the other ways in which the situation of African workers can be improved – Living conditions, educational opportunities, health and other fringe benefits, the reduction of wage differentials, expanded training, industrial relations and the like.'

Hints to businessmen

Department of Trade's *Hints to Businessmen* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146).

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1476: Imports of woven cotton textile goods from the Mediterranean Area

As a result of UK commitments under the EEC Association Agreements with certain Mediterranean countries, some changes have been made with effect from 1 January 1975 in the import licensing arrangements for certain woven cotton textile goods from the Mediterranean Area.

The goods are as follows:

Tariff heading	Description of goods
55.07	Cotton gauze
ex 55.08	Terry towelling and similar terry fabrics, containing more than 50% by weight of cotton
ex 55.09	Other woven fabrics containing more than 50% by weight of cotton
ex 58.04	Woven pile fabrics and chenille fabrics, containing more than 50% by weight of cotton
ex 58.10	Embroidery, in the piece, in strips or in motifs, containing more than 50% by weight of woven cotton
ex 59.13	Elastic fabrics and trimmings consisting of textile materials combined with rubber threads (other than knitted or crocheted goods) containing more than 50% by weight of cotton
ex 61.01	Men's and boys' outer garments containing more than 50% by weight of woven cotton
ex 61.02	Women's, girls' and infants' outer garments, containing more than 50% by weight of woven cotton
ex 61.03	Men's and boys' under garments, containing more than 50% by weight of woven cotton
ex 61.04	Women's, girls' and infants' under garments, containing more than 50% by weight of woven cotton
ex 61.05	Handkerchiefs containing more than 50% by weight of woven cotton
ex 61.06	Shawls, scarves, mufflers, mantillas, veils and the like, containing more than 50% by weight of woven cotton
ex 61.07	Ties, bow-ties and cravats, containing more than 50% by weight of woven cotton
ex 61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like, containing more than 50% by weight of woven cotton
ex 61.10	Gloves, mittens, mitts, stockings, socks and sockettes containing more than 50% by weight of woven cotton
ex 61.11	Make-up accessories for articles of apparel, containing more than 50% by weight of woven cotton
ex 62.01	Travelling rugs and blankets containing more than 50% by weight of woven cotton
ex 62.02	Bed linen, table linen, toilet and kitchen linen, containing more than 50% by weight of woven cotton; curtains and other furnishing articles, containing more than 50% by weight of woven cotton
ex 62.04	Tarpaulins, sails, awnings, sunblinds, tents and camping goods, containing more than 50% by weight of woven cotton
ex 62.05	Other made-up textile articles (including dress patterns) containing more than 50% by weight of woven cotton

When imported from the Mediterranean Area, these goods will still be subject to UK individual import licensing but export certificates issued by the Mediterranean Area countries will no longer be a pre-requisite for obtaining a UK import licence, ie importers will be able to obtain licences on demand (making application on Form ILB/A obtainable from ILB) for any quantity supported by evidence of firm orders, such as correspondence, contract documents, etc. The licences will be valid for six months. These arrangements will assist HM Government to monitor the level of imports.

The Mediterranean Area, as defined in the Open General Import Licence, means Cyprus, Greece, Lebanon, Malta, Morocco, Spain, Tunisia and Turkey.

Inquiries: Import Licensing Branch, tel. 01-215 5638

ECGD News

Peruvian copper development: further loans totalling £31m

The Export Credits Guarantee Department has guaranteed an £18.7 million loan and is in the final stages of negotiation for guarantees of a £12.7 million investment loan for Southern Peru Copper Corporation, USA.

These loans, totalling £31.4 million, are part of a much larger project which will assist in the development of the Cuajone copper mines and processing complex in Peru, due to be commissioned late 1976. The loans will bring the total of loans to Peru guaranteed by ECGD over the last 12 months to nearly £54 million.

The £18.7 million loan was arranged by Lazard Brothers in conjunction with Baring Brothers on behalf of Barclays, Midland, and National Westminster banks. This loan will help finance contracts for electrical and mechanical goods and services which have been awarded to GEC Electrical Projects, Allis-Chalmers Great Britain, Head Wrightson Process Engineering and Rex Nord.

The investment loan is made up of £10 million by Lloyds Bank International and £2.7 million by Orion Termbank.

Finnish steelworks: £7m loan

A loan of £7.3 million has been guaranteed by the ECGD to help finance expansions by Rautaruukki Oy to its steelworks at Raahe in northern Finland and at Hameenlinna in central Finland. Finance for the loan was arranged by Lazard Brothers on behalf of a consortium of English and Scottish clearing banks.

UK exporters will receive 85 per cent of the contract price from the loan; the remaining 15 per cent to be paid by Rautaruukki. All contracts under the loan are to be nominated by Rautaruukki and to qualify must be placed by 20 September 1975.

This is the fifth of a series of loans totalling £32.5 million guaranteed by ECGD for Rautaruukki; about £14 million has been agreed this year.

Flight simulator for Brazil

A £580,000 loan has been guaranteed by the ECGD to assist in the purchase from Redifon Flight Simulation Ltd., Crawley, of a Boeing 737 flight simulator by Viacao Aerea Rio Grandense, Brazil's national airline. The loan was arranged with the buyer by Brandts on behalf of Lloyds Bank.

Tariff and Trade Notices

France

Potassium fertilisers. An *arrête* in the French *Journal Officiel*, 8 December 1974, gave details of the customs legislation applicable from 1 May 1975 to imports of the potassium fertilisers listed below and in free circulation in any of the member countries of the EEC.

Tariff no.	Product
31.04 ex A	Crude natural potassuim salts Potassium chloride containing not more than 40% by weight of K_2O Potassium chloride containing more than 40% by weight of K_2O but not exceeding 60% Potassium chloride containing more than 60% by weight of K_2O Potassium sulphate containing not more than 52% by weight of K_2O Magnesium sulphate-potassium sulphate containing not more than 30% by weight of K_2O

Imports originating from EEC member countries will be admitted under the import declaration procedure of 25 September 1974. The preliminary declaration must be accompanied by two copies of a pro-forma invoice. Authorisations will be valid for a period of 60 days from the date of issue.

The full French text of this notice, together with a specimen of the type of invoice to be used for the declaration can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Spain

Capital goods: additions, extensions and deletions. The Spanish *State Gazette*, 27 November 1974, announced the following additions, extensions and deletions to the capital goods list of the Spanish customs tariff, imported at a concessional rate of 5 per cent import duty subject to the importer making application to the Spanish Ministry of Commerce.

Tariff no.	Description	Valid until
Additions		
ex 84.11.C.2.b	Dry compressors having three or more stages, for an out-put of more than 180m³N and a pressure differential of more than 25 atmospheres	26 November 1976
ex 84.33 ex 84.16 and others	Automatic machinery for manufacturing articles of paper for domestic, toilet or cosmetic purposes; machinery for reeling and unreeling, embossing, printing, roll-cutting and for rolling paperboard tubes, together with equipment for handling paper prior to and between these operations, all fully synchronised, for the production of toilet rolls or household rolls [kitchen rolls?]; unreeling machines, combined folding, cutting and counting machines, synchronised, for paper handkerchiefs; synchronised unreeling, embossing, satin-finishing, folding and cutting machines for serviettes; synchronised unreeling, folding, cutting and printing machines for interleaved paper handkerchiefs.	26 November 1976
ex 84.45.C.6	Automatic grinding machines for the cylinders and for the tapered bodies, or needles, of injectors, with constant electronic measurement during the work cycle.	26 November 1976
ex 84.45.C.14 ex 84.59.K ex 85.19.E	Machinery for manufacturing interwoven wire mesh, whether or not incorporating provision for rolling up the mesh and a synchronisation cabinet.	26 November 1976
ex 84.45.C.16	Automatic machinery with 30 or more independent heads for machining motor-compressor blocks by swarf removal, the workpiece being transferred linearly by reciprocating action without being held, and weighing more than 100 metric tons.	26 November 1976

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Tariff no.	Description	Valid until
ex 84.59.K	Automatic machinery for manufacturing sanitary pads and towels, with sections for unreeling and opening cellulose wadding, covering with paper, plastic film and unwoven fabrics, and cutting and finishing	26 November 1976
ex 84.59.K	Automatic machinery for fitting rotors and stators in sealed motor compressors, with stations for bolting the stator to the casting and adjusting the rotor to fit its shaft by induction heating.	26 November 1976
ex 84.59.K	Automatic machinery for assembling groups of magnetic plates into stators, with stations for selection and juxtaposition of plates, inert-atmosphere arc welding and the preparation of insulators and their insertion in the slots	26 November 1976
ex 84.59.K	Automatic machinery for manufacturing electrical condensers winding machines; machines for soldering and assembling terminals, caps or casings; insulation winders; machines for assembling coils in groups by means of adhesive tapes, and combined machines for winding and assembling complete condensers.	26 November 1976
ex 85.11.B.1	Automatic double-head machines for continuous-wire arc welding, in an inert atmosphere, of sealed motor compressor casings.	26 November 1976
ex 85.22.B.3 ex 84.10.A	Mercury-cathode electrolytic cells, whether or not with a secondary mercury-recovery cell and a mercury pump.	26 November 1976
Extensions		
ex 84.11.C	Water-lubricated hydrogen compressors with impulsion presure of more than 200Kg/cm².	26 November 1976
ex 84.15.B.2	Automatic evaporators for the manufacture of ice in the form of flakes or cubes.	23 November 1976
ex 84.32.N.2	Machines for interleaving and assembling continuous paper, having at least provision for joining, transverse piercing and zig-zag folding or cutting to obtain multi-leaf forms.	17 January 1977
ex 84.33.B	Machines for partitioning paperboard boxes, and combined folding and glueing machines weighing 6,500 Kg or more and having an effective width of 1,200 mm or more, for the manufacture of folding boxes and multi-walled paper bags.	16 November 1976
ex 84.35.A) ex 84.35.C.2) ex 84.35.C.3.a) ex 84.35.C.4)	Printing machines (planographic, flexographic, typographic or wet or dry offset) for continuous forms, with a printing width of less than 58 cm and having at least provision for making tear-off perforations, longitudinal piercing and zig-zag folding or reeling.	18 November 1977
ex 84.35.C.4	Rotary offset machines with printing surfaces exceeding 90 × 130 cm.	16 November 1976
ex 84.35.C.4	Rotary offset machines for the continuous printing, in two or more colours, of paper on both sides.	16 November 1976
ex 84.35.C.4	Special rotary offset machines for printing on metal, wood or rigid plastics, with printing surfaces exceeding 75 × 103 cm.	16 November 1976

Tariff no.	Description	Valid until
ex 84.44.A.3	Two high rolling mills (convertible to three-high) for producing dry-rolled bi-metallic strip with a thickness tolerance of 0.01 mm, using indirect-heating cylinders with a usable width of less than 400 mm and adjustment of the upper cylinder under load to an accuracy of up to 5 microns.	27 November 1976
ex 84.45.C.6	Thread-grinding machines	27 November 1976
ex 84.45.C.13	Machines for drawing, straightening, cutting and polishing bars or tubes in a single pass.	18 January 1977
ex 84.59.F	Machines for spreading gravel, hydraulic concrete or mixtures of bituminous products and aggregates, excluding non self-propelled machines for spreading gravel.	15 November 1976
ex 86.04	Motor vehicles specially designed for the laying and servicing of railway track.	2 May 1975
ex 87.03.C	Special vehicles, having two or more differentials, of the pull-stroke excavator type with telescopic boom and a bucket rotating on two perpendicular axes.	3 December 1976
DELETIONS		
84.45.C.6	Automatic grinding machines for the cylinders and cones of injector bodies, with constant electronic measurement during the work cycle.	
84.59.K	Automatic machines for the manufacture of cylindrical-capsule capacitors (winding machines, machines for soldering and assembling caps or casings, insulation winders and combined machines for winding and assembling complete capacitors.	

Inquiries: OTAR ext. 462/471/472/473.

The Spanish *State Gazette*, 4 December 1974, announced the following additions to the capital goods list of the Spanish customs tariff, imported at a concessional rate of 5 per cent import duty subject to the importer making application to the Spanish Ministry of Commerce.

Tariff no.	Description	Valid until
ADDITIONS		
ex 84.22.G.4 ex 84.22.I	Special automatic machines for handling rails, providing longitudinal movement by means of drive rollers and lateral transfer by parallel lines of chains and pushers	3 December 1976
ex 84.45.C.9	Special hydraulic presses for straightening rails in their vertical and horizontal planes, whether or not with provision for turning the rails over	3 December 1976
ex 85.45.C.16	Automatic machines for cutting and/or multiple drilling of rails, whether or not with provision for measuring and for the removal of cuttings	3 December 1976
ex 84.45.C.16	Automatic machines for continuous shaping of rails in a single pass, with forming tools	3 December 1976
ex 84.45.C.14	Automatic machines for producing parts by shaping wires, strips or profiles, using interchangeable heads working by deformation and by swarf-removal if required, operated by camshafts arranged in a rectangle and in the horizontal plane	3 December 1976

Inquiries: OTAR esxt. 462/471/472/473.

Austria

Tariff rates for 1975. In accordance with the Austria/EEC Free Trade Agreement, on 1 January 1975 Austria further reduced her duties on most industrial goods of EEC origin. UK manufactured goods which qualified for duty-free entry into Austria during 1974 will continue to enter duty free during 1975. British exporters requiring the 1975 rates of duty should address inquiries (quoting BN numbers if possible) to OTAR (ext. 458/461).

Greece

Certified invoices. The Greek Minister of Commerce has announced that for imports valued at up to $US600 fob or $US660 cif the submission of certified invoices are no longer required for the grant of import licences.

Further information is available. Inquiries: OTAR ext. 439.

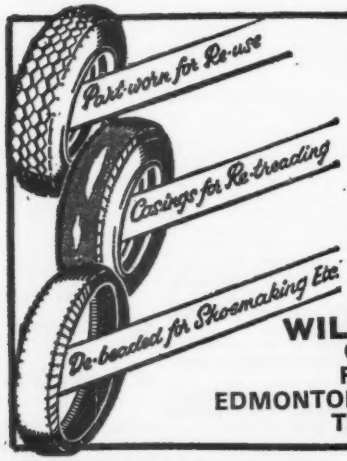
Lebanon

Vegetable oils: tariff amendments. The Lebanese authorities have issued the following amendments to the customs tariff:

Tariff no.	Description	Rate of duty	
15.07	In this item, the sub-heading 15.07.18 is cancelled and the item is now as it originally was, as follows:		
	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
	a For use in soap making (2)		
12	1 Olive oil (ordinary or extracted by the carbon sulphide process) the duty not to be less than	100 K.G. Value	2500 piastres 18%
13	2 Other (cotton seed oil, sesamum oil, groundnut oil, maize oil, soya-bean oil etc.)	Value	Free
	b Other		
	(Rest unchanged)		

(2) Exemption applicable subject to compliance with the conditions and provisions, stipulated by the Customs Administration.

Inquiries: OTAR ext. 470/475.



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British Overseas Trade Board

Programme of trade promotions 1975-77

The British Overseas Trade Board supported over 50 British companies at Munich's Electronica exhibition. Over 900 companies from 24 countries took part in the event. On the opening day, Eric Deakins, Parliamentary Under-Secretary of State for Trade, visited the British group. Here he is seen (right) examining a TV Klystron on the EMI Varian stand. Looking on is Dr. Karl Heinz Kreuchen, managing director of EMI Varian.

Section 1
4-40 Overseas events where Government assistance to UK participants is planned or under consideration

Section 2
41-51 Trade fairs and exhibitions within Europe

Section 3
52-56 Trade fairs and exhibitions outside Europe

Section 4
57-59 Trade fairs and exhibitions in the United Kingdom

Brewster Druce Turner are specialists in two key exhibition services. Their executives have had years of experience in shipping and forwarding exhibits of every kind and category to exhibitions in these countries.

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Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)

Telephone inquiries should be made as follows:

For trade fairs, British Shopping Weeks and store promotions—Ext. 7051

For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317

For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1974, the British Overseas Trade Board supported some 6,100 firms exhibiting at 318 trade fairs in 45 different countries, five British shopping weeks and 45 store promotions. In 1974, 181 outward missions were supported and some 2,100 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £3 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 34)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page **4** Specialised fairs and symposia—page **5**
British Export Marketing Centre exhibitions (Tokyo)—page **34**
British shopping weeks and store promotions—page **35**
Missions—page **36**

General fairs

1975

FRANKFURT:
International Trade Fair (Spring)—23-27 February 1975
Joint venture with:
(i) Piano Manufacturers Association.
(ii) British Stationery and Office Products Federation.
(iii) Association of Musical Instrument Industries.
(iv) Design Council.
(v) British Ceramics Manufacturers Federation.
(vi) British Artmetal Manufacturers Export Group.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

JEDDA:
Saudi International Trade and Industry Fair—6-28 March 1975
Information stand manned by representatives of the British Embassy.
(P. Robinson, Ext. 7314)

LEIPZIG:
International Spring Fair—9-16 March 1975
Official Information Stand and joint ventures with:
(i) The Building Centre.
(ii) Birmingham Chamber of Commerce.
(iii) Scientific Instrument Manufacturers Association.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

BRNO:
Sixth International Consumer Goods Fair—12-20 April 1975
Joint ventures with:
(i) Clothing Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

HANOVER:
Hanover Fair—16-24 April 1975
Official Information Office and joint ventures with:
(i) Association of Hydraulic Equipment Manufacturers.
(ii) British Electrical and Allied Manufacturers Association.
(iii) Lighting Industry Federation.
(iv) Birmingham Chamber of Commerce and Industry.
(v) Birmingham Engineering and Building Centre.
(vi) Business Equipment Trades Association.
(vii) Electronic Components Centre GB Ltd.
(viii) Sira Institute.
(ix) British Compressed Air Society.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

JOHANNESBURG:
Rand Show—21 April-3 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

TEL AVIV:
International Trade Fair (Technology '75)—20-27 May 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

BUDAPEST:
International Fair—21-29 May 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

BARCELONA:
International Fair—3-12 June 1975
Joint ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) Association of Hydraulic Equipment Manufacturers.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

POZNAN:
International Technical Goods Fair—8-17 June 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

LISBON:
International Fair—June 1975
Joint venture with Birmingham Engineering and Building Centre.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

WELLINGTON:
New Zealand World Trade Fair—20 August-6 September 1975
The Department of Trade will organise a British Pavilion at this event.
(I. D. Spencer, Ext. 7099)
(Cut off date: passed)

ALGIERS:
International Trade Fair—22 August-7 September 1975
The Department of Trade may organise a British Pavilion at this event.
(D. C. Stewart, Ext. 689)
(Cut off date: not yet arranged)

FRANKFURT:
International Trade Fair (Autumn)—24-27 August 1975
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PLOVDIV:
International Trade Fair—3-10 September 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. Haley, Ext. 7213)
(Cut off date: not yet arranged)

POZNAN:
International Consumer Goods Fair—7-14 September 1975
The Department of Trade may organise official participation.
(G. A. Casburn, Ext. 602)
(Cut off date: 1.2.75)

TEHRAN:
3rd International Trade Fair—16-27 September 1975
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: 14.2.75)

BUCHAREST:
International Technical Exhibition (Technoexpo)—12-21 October 1975
The Department of Trade may organise a British Pavilion at this event.
(L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

BUDAPEST:
International Consumer Goods Fair—15-23 October 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

HONG KONG:
British Engineering and Technology Exhibition—8-16 November 1975
All British Exhibition organised by the Department of Trade.
(I. D. Spencer, Ext. 7099)
(Cut off date: 31.1.75)

1976

FRANKFURT:
International Trade Fair (Spring)—22-26 February 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Sprig Fair—14-21 March 1976
Official Information Stand.
(D. C. Stewart, Ext. 689)
(Cut off date: not applicable)

BUDAPEST:
International Spring Fair—Spring 1976
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TOKYO:
International Good Living Show—April 1976
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April/May 1976
Official information office and joint ventures with the appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—May/June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.75)

POZNAN:
International Technical Goods Fair—June 1976
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TEL AVIV:
International Trade Fair (Consumer Goods)—June 1976
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 21.10.75)

FRANKFURT:
International Trade Fair (Autumn)—29 August-1 September 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair (Spring)—February 1977
Joint ventures with appropriate trade associations
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

FRANKFURT:
International Trade Fair (Autumn)—August 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1975

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—28-31 January 1975
Joint venture with the Agricultural Engineers Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

PARIS:
International Poultry Exhibition—2-9 March 1975
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Agricultural Exhibition—2-9 March 1975
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—2-9 March 1975
Joint venture with the Agricultural Engineers Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

REGGIO EMILIA:
Pig Fair—1-4 May 1975
Joint venture with National Pig Breeders Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

MARSEILLES:
World Fishing Exhibition—21-28 May 1975
Joint venture with the Westminster Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (LIGNA)—28 May-3 June 1975
Joint venture with Machine Tool Trades Association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

HANOVER:
International Exhibition of Pig and Poultry Production—26-29 June 1975
Joint venture with British Agricultural Export Council.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

SAO PAULO:
International Food and Agricultural Machinery Exhibition (FETAG/FIA)—4-13 July 1975
Joint venture with London Chamber of Commerce and Industry.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

LENINGRAD:
Exhibition of Modern Machinery and Equipment for Catching and Processing Fish and Sea Products (Inrybprom)—6-20 August 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 7.3.75)

BUDAPEST:
International Agricultural Exhibition—29 August-14 September 1975
Possible joint venture with the appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

OTTAWA:
Forest Industries Equipment Exhibition—17-19 September 1975
Joint venture with Birmingham Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: March 1975)

SEATTLE:
Commercial Fishing Exposition—November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.4.75)

1976

FOGGIA:
Agricultural Fair—1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.9.75)

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 13.8.75)

HARRISBURG:
Pennsylvania Farm Show—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.8.75)

PARIS:
International Agricultural Machinery Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
International Poultry Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Agricultural Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.75)

REGGIO EMILIA:
Pig Fair—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

BOSTON:
Commercial Fishing Exposition—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

1977

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.8.76)

HARRISBURG:
Pennsylvania Farm Show—January 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 13.8.76)

HALIFAX:
8th World Fishing Exhibition—31 August-7 September 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

Aircraft and aeronautical equipment

1975

PARIS:
International Aeronautics and Space Exhibition—30 May-8 June 1975
Joint venture with Society of British Aerospace Companies.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

BRUSSELS:
Third International Airport Construction and Equipment Exhibition—15-18 September 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.1.75)

1976

HANOVER:
International Air Show—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Books and periodicals

1975

CAIRO:
International Book Fair—30 January-7 February 1975
Possible joint venture with Book Development Council.
(M. L. Sellek, Ext. 7314)
(Cut off date: passed)

BRUSSELS:
International Book Fair—15-23 March 1975
Joint venture with Book Development Council and Trade Information Stand.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

BOLOGNA:
International Book Fair for Children and Youth—4-8 April 1975
Joint venture with Book Development Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

JERUSALEM:
International Book Fair—28 April-5 May 1975
Joint venture with Book Development Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

WARSAW:
International Book Fair—18-23 May 1975
Possible joint venture with the Book Development Council.
(G. A. Casburn, Ext. 602)
(Cut off date: 1.2.75)

CHICAGO:
Special Libraries Association Conference—8-12 June 1975
Joint venture with Association of Learned and Professional Society of Publishers.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Book Fair—9-14 October 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

BELGRADE:
International Book Fair—October-November 1975
Possible joint venture with the Book Development Council.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

1976

CAIRO:
International Book Fair—January-February 1976
Possible joint venture with the Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—March 1976
Trade Information Stand.
(Mrs. M. R. Todd, Ext. 7092)

BOLOGNA:
International Book Fair for Children and Youth—April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1975

DALLAS:
National Association of Home Builders Exposition—19-23 January 1975
Joint venture with the Building Materials Export Group.
(J. Henderson, Ext. 265)
(Cut off date: passed)

COPENHAGEN:
Building for Billions—31 January-9 February 1975
Joint venture with the Building Materials Export Group.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—14-23 February 1975
Joint venture with Building Materials Export Group.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Building Materials and Fittings Exhibition—4-8 March 1975
Sponsored by the Building Centre Ltd.
(D. Clayton, Tel. 01-637 1022)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

STUTTGART:
International Shutter and Blinds Fair ('R '75')—5-8 June 1975
Joint venture with Birmingham Engineering and Building Centre Ltd.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

TEHRAN:
Building and International Construction Fair—20-25 June 1975
Joint venture with Building Materials Export Group.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

NEW ORLEANS:
Construction Specifications Institute Convention and Exhibition—23-25 June 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.1.75)

NEW ORLEANS:
International Public Works Congress and Equipment Show—20-25 September 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.3.75)

LAS VEGAS:
Prestressed Concrete Institute Convention and Exhibition—28 September-2 October 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 28.3.75)

BOLOGNA:
International Building Exhibition—11-19 October 1975
Joint venture with Building Materials Export Group.
(R. E. Newton, E5xt. 71)
(Cut off date: passed)

PARIS:
International Building Exhibition (Batimat)—20-30 November 1975
Joint venture with the Building Materials Export Group.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

DALLAS:
National Association of Home Builders Exposition—18-22 January 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.75)

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—22-29 January 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

HOUSTON:
Concrete and Aggregate Show—1-5 February 1976
Joint venture with appropriate trade association
(J. Henderson, Ext. 265)
(Cut off date: 30.7.75)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—February 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.6.75)

PHILADELPHIA:
Construction Specification Institute Convention and Exhibition—21-23 June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

JOHANNESBURG:
International South African Building Exhibition—3-10 August 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

LAS VEGAS:
International Public Works Congress and Equipment Show—25-30 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

MIAMI:
Prestressed Concrete Institute Convention and Exhibition—October 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TORONTO:
Construction Show—December 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.76)

1977

DALLAS:
National Association of Home Builders Exposition—23-27 January 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.76)

MUNICH:
International Construction Machinery Fair (Bauma)—10-16 March 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Chemicals and allied industries, including plastics

1975

BUDAPEST:
International Plastics Exhibition (Hungaroplast '75)—22-27 April 1975
Joint venture with London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TORONTO:
Plastics Show of Canada—9-13 June 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

TOKYO:
Chemical Plant Engineering Exhibition—6-11 October 1975
Joint venture with Council of British Manufacturers of Petroleum Equipment.
(R. King, Ext. 7317)
(Cut off date: 18.2.75)

DUSSELDORF:
7th International Fair for the Plastics Industry (Kunststoffe)—7-14 October 1975
Joint venture with the British Plastics Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

NEW YORK:
Exposition of Chemical Industries—1-4 December 1975
Joint venture with Birmingham Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1976

NEW YORK:
American Chemical Society Division of Rubber Chemistry Conference and Exhibition—5-9 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: November 1975)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

CALGARY:
National Petroleum Show—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.76)

UTRECHT:
International Plastics Exhibition (Macroplastic)—November 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1976)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Exposition of Chemical Industries—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

Clothing

1975

PARIS:
Knitting Industries Exhibition—8-11 February 1975
Joint venture with the British Knitting Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
European Menswear Exhibition—8-11 February 1975
Joint ventures with:
(i) Clothing Export Council.
(ii) British Menswear Guild.
Trade Information Stand with National Wool Textile Export Corporation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—8-11 February 1975
Joint venture with National Children's Wear Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

COLOGNE:
International Men's Fashion Week—21-23 February 1975
Joint venture with Clothing Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

NEW YORK:
European Fashion Fair—2-5 March 1975
Joint venture with British Knitting Export Council.
(L. Devine, Ext. 318)
(Cut off date: 10.1.75)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—9-12 March 1975
Joint venture with British Knitting Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
Womens Ready to Wear Clothing (Pret-a-Porter)—5-10 April 1975
Joint venture with Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: passed)

MUNICH:
International Fashion Week—6-10 April 1975
Joint venture with the Clothing Export Council.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

BRNO:
Sixth International Consumer Goods Fair—12-20 April 1975
Joint ventures with:
(i) Clothing Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

NEW YORK:
European Fashion Fair—Autumn 1975
Joint venture with British Knitting Export Council.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—10-12 October 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition (NOSA)—October 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1976

PARIS:
European Menswear Exhibition (Spring Session)—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Knitting Industries Exhibition—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

Display and shop equipment

1975

DUSSELDORF:
5th European Fair Modern Shopfitting and Display with Congress (Euroshop)—14-18 February 1975
Joint venture with:
(i) Shop and Display Equipment Association.
(ii) Trade Information stand with the National Association of Shopfitters.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

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Engineering, electrical and electronic, including radio and television

1975

PARIS:
International Lighting Exhibition—15-20 January 1975
Joint venture with the Decorative Lighting Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

TOKYO:
Internepcon—22-25 January 1975
Joint venture with City of Westminster Chamber of Commerce.
(R. King, ext. 7317)
(Cut off date: passed)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition (Nepcon West)—11-13 February 1975
Joint venture with Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment and Instruments for Television and Cinematography—18-27 February 1975
Joint venture with British Photographic Export Group.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

PARIS:
International Exhibition of Electronic Components—2-8 April 1975
Joint venture with Electronic Components Board.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 15.1.75)

LAS VEGAS:
National Association of Broadcasters' Convention and Exhibition—6-9 April 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—8-10 April 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

STOCKHOLM:
International Instruments and Measurements Techniques Trade Fair (IM '75)—21-25 April 1975
Joint venture with Sira Institute.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

CANNES:
International Television Programme Market (MIP-TV)—21-26 April 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 21.2.75)

MONTREAL:
Instrument Automation Conference and Exhibition (ISA)—23-25 April 1975
Joint venture with Scientific Instrument Research Association Institute.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

CHICAGO:
International Coil Winding Show—6-8 May 1975
Joint venture with International Coil Winding Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Communications Equipment and Systems—22 May-5 June 1975
Joint venture with Electronic Engineering Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

MONTREUX:
International Television Equipment Exhibition—23-29 May 1975
Joint venture with Electronic Engineering Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

CHICAGO:
9th Annual Summer Consumer Electronics—1-3 June 1975
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: 8.1.75)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—17-19 June 1975
Joint venture with Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

OSAKA:
International Welding Show—22-26 August 1975
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

SYDNEY:
International Electronics Convention—25-29 August 1975
Joint ventures with Electronic Engineering Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BUCHAREST:
International Congress of Cybernetics and Systems and Exhibition of Computers and Computer Peripherals—25-30 August 1975
Joint venture with Business Equipment Trade Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

HAMBURG:
Microwave Conference and Exhibition—1-4 September 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

COPENHAGEN:
Radio and T.V. '75 Exhibition—5-14 September 1975
Joint venture with British Radio Equipment Manufacturers Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—9-13 September 1975
Joint venture with the British Electrical and Allied Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

SAN FRANCISCO:
Western Electrical Show and Convention (Wescon)—16-19 September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

JOHANNESBURG:
Instrumentation and Control Exhibition (ICSSA)—22-26 September 1975
Joint venture with British Electrical and Allied Manufacturers Association Ltd.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 4.3.75)

TORONTO:
International Electronics Exposition—29 September-1 October 1975
Joint venture with Electronic Engineers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

MILWAUKEE:
Instrument Automation Conference and Exhibition (ISA Show)—6-9 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

COPENHAGEN:
Elektronik '75—10-16 October 1975
Joint venture with the SIRA Institute.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

VIENNA:
International Industrial Electronic Exhibition—22-25 October 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

NEW YORK:
Semiconductor Equipment and Materials Institute Convention (Semicon East)—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

OSAKA:
Japan Electronic Show—October 1975
Joint venture with appropriate trade association.
(Miss C. Allen, Ext. 360)
(Cut off date: not yet arranged)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—11-13 November 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

1976

CHICAGO:
International Coil Winding Show—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

PARIS:
International Lighting Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TOKYO:
Internepcon—January 1976
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition (Nepcon West)—February 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.75)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—22-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

NEW ORLEANS:
National Association of Broadcasters' Convention and Exhibition—28-31 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CANNES:
International Television Programme Market (MIP-TV)—April 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

WASHINGTON:
Annual Conference of the International Communications Association—2-6 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

USA:
National Computer Conference—May 1976
Joint venture with Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon VI)—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CHICAGO:
Summer Consumer Electronics Show—June 1976
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

ATLANTIC CITY:
IEEE Conference and Exposition on Underground Distribution—27 September-10 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, 7201)
(Cut off date: not yet arranged)

BUDAPEST:
International Electronics Exhibition (MIPEL '76)—October 1976
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.3.76)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October/November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.2.76)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

1977

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition (Nepcon West)—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.76)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

USA:
National Association of Broadcasters Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

CHICAGO:
International Coil Winding Show—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

USA:
National Computer Conference—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

TORONTO:
International Electronics Exposition—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

Engineering, other

1975

ZURICH:
Swiss Fair for Driving Power Techniques—20-25 January 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

HOUSTON:
Gas Turbine Conference and Products Show—2-6 March 1975
Joint venture with the British Electrical and Allied Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—10-13 March 1975
Joint venture with the Machine Tool Trades Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

MOSCOW:
Exhibition of Pumps and Compressors—1-10 April 1975
Joint venture with British Pump Manufacturers Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

DETROIT:
SME International Tool and Manufacturing Exposition and Engineering Conference—7-10 April 1975
Joint venture with Machine Tool Trades Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—7-12 April 1975
Joint venture with the Association of Hydraulic Equipment Manufacturers.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

CAPE TOWN:
International Materials Handling and Physical Distribution—15-18 April 1975
Joint venture with the Birmingham Building and Engineering Centre.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

NEW YORK:
Design Engineering Show and Conference—21-24 April 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

HOUSTON:
7th Annual Offshore Technology Conference and Exposition—5-8 May 1975
Joint venture with the Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TORONTO:
National Industrial Production Show—12-16 May 1975
Joint ventures with:
(i) The Birmingham Chamber of Commerce and Industry.
(ii) The Gauge and Tool Makers Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

PARIS:
International Furnace and Industrial Heat Equipment Exhibition (Eurofour)—12-17 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

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HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (LIGNA)—28 May-3 June 1975
Joint venture with the Machine Tool Trades Association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

TOKYO:
International Mechanical Handling Exhibition—3-8 June 1975
Joint venture with London Chamber of Commerce.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

PARIS:
1st Euro-World Machine Tool Exhibition—17-26 June 1975
Joint venture with the Machine Tool Trades Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

MELBOURNE:
International Engineering Exhibition—28 July-2 August 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

DONETSK:
Exhibition of Mining Industry Equipment—28 August-7 September 1975
Joint venture with the Association of British Mining Equipment Exporters.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—9-13 September 1975
Joint venture with Birmingham Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

BRNO:
International Engineering Fair—10-18 September 1975
Joint ventures with:
(i) Birmingham Chamber of Commerce.
(ii) Scientific Instrument Manufacturers Association.
(iii) Federation of Manufacturers of Construction Equipment and Cranes.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

TOKYO:
International Fluid Power Exhibition—16-21 September 1975
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss R. Allen, Ext. 360)
(Cut off date: 28.2.75)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with the Council of British Manufacturers of Petroleum Equipment (CBMPE).
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

CHICAGO:
Hydraulics and Pneumatics Show—21-23 October 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.75)

CHICAGO:
Power Transmission Design Show—21-23 October 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.75)

JOHANNESBURG:
Machine Tools and Production Engineers Exhibition—21-25 October 1975
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Engineering Industries Association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 7.3.75)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic)—27 October-1 November 1975
Joint venture with Gauge and Tool Makers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.1.75)

STOCKHOLM:
International Technical Fair—October 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

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CINCINNATI:
Materials Testing and Quality Control Show and Conference (Matcon)—11-13 November 1975
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.5.75)

TOKYO:
British Export Marketing Centre, Engineer's Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers.
(W. R. Eccles, Tel. 0742-663084)
(R. King, Ext. 7317)
(Cut off date: 14.2.75)

PARIS:
Mechanical Handling Exhibition (Manutention)—2-10 December 1975
Joint venture with Mechanical Handling Engineers Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 31.3.75)

1976

BASLE:
International Engineering Components Exhibition—27-31 January 1976
Joint venture with the Birmingham Engineering and Building Centre Ltd.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

NEW ORLEANS:
Gas Turbine Conference and Products Show—21-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

CHICAGO:
Foundry and Casting Congress and Exhibition—26-30 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.75)

USA:
American Welding Society Annual Meeting and Welding Exposition—April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

PHILADELPHIA:
Society of Manufacturing Engineers Annual Conference and Exhibition (SME)—3-7 May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

CHICAGO:
Design Engineering Show and Conference—10-13 May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BASLE:
2nd World Railways Engineering Exhibition—10-14 May 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.8.75)

BRUSSELS:
International Industrial Equipment Exhibition—May 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.9.75)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 15.11.75)

HOUSTON:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with Birmingham Engineering and Building Centre.
(J. Henderson, Ext. 265)
(Cut off date: 25.4.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress ('Achema')—20-26 June 1976
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.9.75)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

CHICAGO:
International Machine Tool Show (NMTBA)—8-17 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint ventures with appropriate trade associations.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TORONTO:
Expo Conference for the Weld Fabricating Industries—21-23 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.3.76)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

UTRECHT:
International Mechanical Handling Exhibition (Invia)—October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

USA:
Materials Testing and Quality Control Show and Conference (MATCON)—October 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

OSAKA:
Japan International Machine Tool Fair (Jimtof)—October-November 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—October-November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.75)

USA:
Hydraulics and Pneumatics Show—November 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

1977

USA:
Gas Turbine Conference and Products Show—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.76)

USA:
American Welding Society Annual Meeting and Welding Exposition—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.76)

USA:
Design Engineering Show and Conference—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 15.10.76)

USA:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.76)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (Ilmac)—27 September-1 October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 15.11.76)

HANOVER:
International Machine Tool Exhibition (IHA)—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Foodstuffs, food machinery, hotel and catering equipment

1975

COLOGNE:
International Sweets and Biscuits Fair (ISM '75)—3-7 February 1975
Joint venture with British Food Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

BRNO:
International Food Salon (Salima)—21-28 February 1975
Joint ventures with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

COPENHAGEN:
3rd International Food Fair and Congress—4-9 March 1975
Joint venture with the British Food Export Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DALLAS:
Annual Convention of the American Supermarket Institute—4-7 May 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—17-21 May 1975
Joint venture with London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—28 May-8 June 1975
Joint venture with British Food Export Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

CHICAGO:
National Fancy Food and Confection Show—20-23 July 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

JOHANNESBURG:
International South African Packaging and Food Processing Exhibition—28 July-1 August 1975
Joint venture with Institute of Packaging.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 28.1.75)

COLOGNE:
International Fine Foods and Provisions Exhibition (Anuga)—13-18 September 1975
Joint ventures with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with the Council of British Manufacturers of Petroleum Equipment (CBMPE).
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

BASLE:
International Hotel and Catering Exhibition (Igeho)—13-19 November 1975
Joint ventures with:
(i) London Chamber of Commerce.
(ii) British Furniture Manufacturers Export Club.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

NEW YORK:
National Hotel/Motel Exposition—November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

1976

AMSTERDAM:
International Hotel Cafe and Restaurant Exhibition (Horecava)—January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BRNO:
International Food Salon (Salima)—24-29 February 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM '76)—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

DALLAS:
Annual Convention of the Supermarket Institute—May 1976
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

NEW YORK:
National Fancy Food and Confection Show—July 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Food Industry Trade Fair (Ikofa)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
National Hotel/Motel Exposition—8-11 November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.76)

PARIS:
International Malt and Beer Industries Equipment Exhibition—November 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Meat Trade Fair (IFFA)—May 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Footwear

1975

BOLOGNA:
International Shoe and Leather Fair—7-10 March 1975
Joint venture with British Footwear Manufacturers Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—22-24 March 1975
Joint venture with British Footwear Manufacturers Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

MONTREAL:
Footwear International Exhibition—17-19 August 1975
Joint venture with The British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: 24.1.75)

PARIS:
International Leather Week—6-9 September 1975
Joint ventures with appropriate trade associations.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

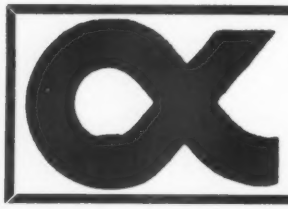
DUSSELDORF:
European Footwear Samples Display (GDS)—20-22 September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.75)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

1976

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)



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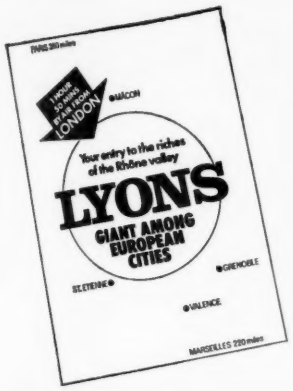
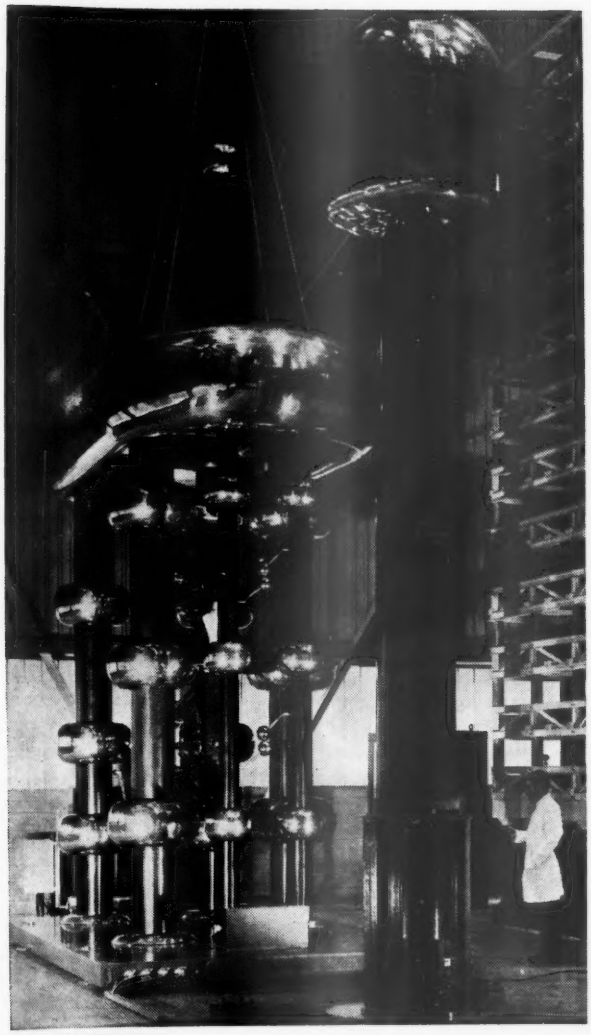


TEXTILES

CHEMICALS



ENGINEERING

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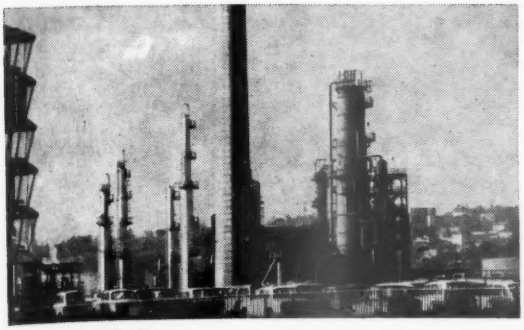
A thriving centre of French industry with an economic community of 4,400,000 and the seat of

THE LYONS INTERNATIONAL TRADE FAIR

HEAVY VEHICLES



OIL REFINING

HYDRO ELECTRIC POWER

BOLOGNA:
International Shoe and Leather Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.75)

PIRMASENS:
International Fair for the Footwear Manufacturers (IMS)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MONTREAL:
Footwear International Exposition—September 1976
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Furniture, furnishings, household equipment and hardware

1975

NEW YORK:
International Home Furnishing Fair—12-17 January 1975
Joint venture with the British Furniture Manufacturers Export Club.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

PARIS:
International Carpet and Floor Covering Exhibition—16-20 January 1975
Joint venture with British Carpets Export Association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

PARIS:
International Furniture Exhibition—16-20 January 1975
Joint venture with British Furniture Manufacturers Federation.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—9-12 February 1975
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

COLOGNE:
International Hardware Fair—13-16 February 1975
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Federation of British Hand Tool Manufacturers.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Housewares Fair—14-16 February 1975
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) UK Cutlery and Silverware Manufacturers Association.
(iii) British Art Metal Manufacturers Export Group.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—2-5 March 1975
Joint ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) British Electrical and Allied Manufacturers Association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

MILAN:
Carpet and Furnishing Textiles Fair—May 1975
Joint ventures with:
(i) Household Textiles Association.
(ii) British Carpets Export Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production Interior Decoration and Furnishing (Interzum)—4-7 June 1975
Joint ventures with:
(i) Birmingham Chamber of Commerce.
(ii) British Carpets Export Promotion Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

MONTREAL:
Montreal Furniture Market—15-19 June 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
International Home Furnishing Fair—22-27 June 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: 1.4.75)

SAN FRANCISCO:
Western Merchandise Mart—13-18 July 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

CHICAGO:
National Hardware Show—26-29 August 1975
Joint venture with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (Macef)—4-8 September 1975
Joint venture with Hardware Manufacturers Association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

UTRECHT:
International Furniture Exhibition—8-13 September 1975
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: not yet arranged)

PARIS:
Hardware Trade Show (Quojem)—27-30 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—4-7 October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

DUBLIN:
Irish Hardware and Housewares Trade Fair—7-9 October 1975
Joint venture with Hardware Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 12.3.75)

TOKYO:
British Export Marketing Centre Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

TORONTO:
National Interior Design Show—November 1975
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1976

NEW YORK:
International Home Furnishing Fair—January 1976
Joint venture with the British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Carpet and Floor Covering Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

COLOGNE:
International Furniture Fair—January 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 1.5.75)

TORONTO:
Canadian Hardware Show—February 1976
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Hardware Fair—February 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—March 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.8.75)

MILAN:
Carpets and Furnishing Textiles Fair—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.11.75)

NEW YORK:
International Home Furnishing Fair—June 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

MONTREAL:
Montreal Furniture Market—June 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Western Merchandise Mart—July 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
National Hardware Show—August 1976
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
International Hardware Exhibition—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

MILAN:
International Furniture Fair—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.76)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
National Interior Design Show—November 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—June 1977
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.12.75)

Handicrafts

1975

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—15-23 March 1975
Joint venture with British Carpets Export Association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

Heating and ventilating

1975

UTRECHT:
International Heating and Ventilating Exhibition—25 February-1 March 1975
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association (HEVAC).
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

FRANKFURT:
8th International Sanitation Heating and Air-conditioning Exhibition (ISH)—19-23 March 1975
Joint venture with Building Materials Export Group.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Furnace and Industrial Heat Equipment Exhibition (Eurofour)—12-17 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

LYONS:
Industrial Heating, Air Conditioning and Anti-Pollution Exhibition (Expotherm)—29 May-2 June 1975
Joint venture with Heating and Ventilation and Air-Conditioning Association Ltd.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

1976

DALLAS:
International Air Conditioning, Heating, Refrigeration Exposition—1-5 February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—16-20 March 1976
Joint ventures with:
(i) Building Materials Export Group.
(ii) Birmingham Engineering and Building Centre Ltd.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: 30.6.75)

MILAN:
Exhibition and Congress for Heating and Ventilating, Refrigeration and Sanitary Engineering—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—June 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

1977

USA:
International Air Conditioning, Heating, Refrigeration Exposition—February 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

FRANKFURT:
9th International Sanitation Heating and Air Conditioning Exhibition (ISH)—March 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1975

COLOGNE:
International Garden Trade Fair—27-30 September 1975
Joint venture with Garden and Leisure Equipment Exporters Ltd.
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

1976

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.3.76)

KARLSRUHE:
Trade Exhibition for Commercial Horticulture (Technik Im Gartenbau)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1975

TEL AVIV:
All British Medical Equipment Exhibition and Seminar—12-17 March 1975
Organised by Department of Trade.
(B. D. Dougherty, Ext. 592)
(Cut off date: passed)

CAPE TOWN:
International Aids for the Disabled Exhibition—19-22 March 1975
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

DALLAS:
22nd Congress of the Association of Operating Room Nurses—25-27 March 1975
Joint venture with the British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

UTRECHT:
International Hospital Equipment Exhibition (Medica)—14-18 April 1975
Joint venture with the British Hospitals Export Council.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

ZAGREB:
Medicine and Medical Aids Exhibition—16-22 June 1975
Joint venture with the British Surgical Export Group.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

DUSSELDORF:
Interhospital '75—18-22 June 1975
Joint venture with the British Hospital Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
Commercial Exhibition of Surgery Equipment in conjunction with the IX European Surgical Congress—29 June-3 July 1975
Joint venture with British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COPENHAGEN:
13th World Congress of the International Society of Orthopaedic Surgery and Traumatology and Exhibition (Sicot)—6-11 July 1975
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

TORONTO:
International Congress on Clinical Chemistry—13-18 July 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

JOHANNESBURG:
Medical Exhibition—14-18 July 1975
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Medical Equipment Exhibition—September 1975
Sponsored by British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre British Hospitals Export Council Seminar—September 1975
(R. King, Ext. 7317)
(Cut off date: passed)

DALLAS:
American Academy of Opthalmology and Otolaryngology—September 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.75)

CHICAGO:
American Society of Anaesthesiologists—11-15 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1975)

BRUSSELS:
8th International Exhibition of Medical and Hospital Equipment—October 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.4.75)

VANCOUVER:
British Columbia Hospital Association—October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—11-16 November 1975
Joint venture with British Hospitals Export Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 14.2.75)

DUSSELDORF:
7th International Exhibition and Congress on Diagnostics (Diagnostica)—19-23 November 1975
Joint venture with the appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1976

DALLAS:
American Academy of Opthalmology and Otolaryngology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

MIAMI BEACH:
23rd Congress of the Association of Operating Room Nurses—7-12 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—June 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

USA:
American Hospitals Association Show—August 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.2.76)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1976)

VANCOUVER:
British Columbia Hospital Association—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

1977

USA:
24th Congress of the Association of Operating Nurses—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

Jewellery and giftware

1975

NEW YORK:
International Jewellery Trade Fair—2-5 February 1975
Joint venture with British Jewellery and Giftwear Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
Gift Show—23-28 February 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—15-19 March 1975
Joint ventures with:
(i) British Ceramic Manufacturers Federation.
(ii) British Jewellery and Giftware Federation Ltd.
(iii) British Art Metal Manufacturers Export Group.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—4-9 April 1975
Joint venture with British Premium Merchandise Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

BASLE:
Swiss Industries Fair (3rd European Watch Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with.
(i) Export Council for the Jewellery and Giftware Industries.
(ii) British Clock and Watch Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Show—July 1975
Joint venture with Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

TORONTO:
Fall Gift Show—21-25 September 1975
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1976

NEW YORK:
International Jewellery Trade Fair—January 1976
Joint venture with the Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—February/March 1976
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (4th European Watch Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

NEW YORK:
International Jewellery Trade Fair—July 1976
Joint venture with British Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

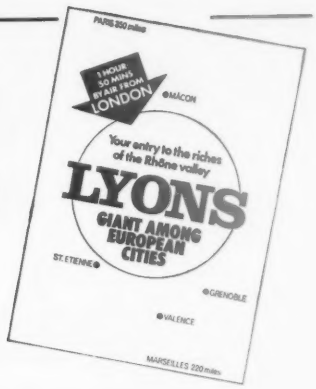
NEW YORK:
Gift Show—August 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Laundry and allied services

1975

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

A vast exhibition complex on the banks of the Rhône



THE LYONS INTERNATIONAL TRADE FAIR

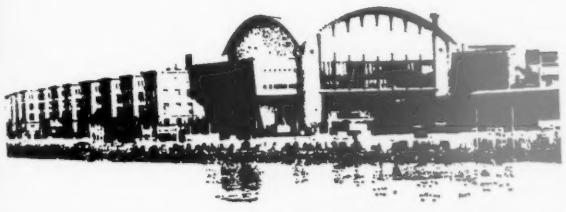
900,000 sq.ft. of exhibition space

British exhibitors say:—
"The Lyons fair is an important springboard for those wishing to conquer the French market. Lyons attracts large numbers of wholesalers and retailers from all over France."

Apart from the general fair 15-24 March 1975, the following specialised salons take place at regular intervals

- **FURNITURE AND FURNISHING ACCESSORIES**
  Meuropam, Pro-Meuropam in 1975
- **BUILDING AND PUBLIC WORKS**
  * Dettamat in 1975
  Construbat in 1976
- **MACHINE TOOLS** Machines Outils in 1976
- **WOODWORKING MACHINERY**
  * Machines á Bois in 1975
- **BUSINESS EFFICIENCY**
  * Bureau Moderne in 1975
- **HEATING AND VENTILATING**
  Expotherm in 1975
- **PHARMACEUTICAL** Ipharmex in 1977
- **GIFTS** Procado 15-19 March 1975

* Within the General fair 15-24 March



Leather, leather goods and fur

1975

OFFENBACH:
International Leathergoods Fair—22-27 February 1975
Joint venture with British Leathergoods Manufacturers Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NEW YORK:
Leather and Allied Industries Exposition—15-16 April 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: passed)

FRANKFURT:
International Fur Fair—23-27 April 1975
Joint venture with British Fur Trade Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NEW YORK:
International Leather Goods Show—6-8 May 1975
Joint venture with British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: passed)

PARIS:
International Leather Week—6-9 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.75)

1976

OFFENBACH:
International Leathergoods Fair—February/March 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
International Leather Goods Show—May 1976
Joint venture with the British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Fur Fair—April 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Motor vehicles, motor cycles and cycles

1975

MONTREAL:
International Motor Show—9-19 January 1975
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

ANAHEIM:
Motor Cycle and Accessory Trade Show—15-17 January 1975
Joint venture with the Cycle and Motor Cycle Association Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

TORONTO:
Toronto Automobile Show—6-19 February 1975
Joint venture with Society of Motor Manufacturers and Traders.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.1.75)

Leipzig Fair

German Democratic Republic 9-16 March 1975

A world-wide exhibition of the latest capital equipment and consumer goods covering more than 350,000 square metres. Special product displays spotlighting the most significant developments in key branches of production. Specialist days, symposia and exhibit-linked lectures promoting international exchanges of experience.

Wide-ranging service facilities for all visitors to the 800-year old trade centre in the German Democratic Republic.
Leipzig, the World Trade Centre, awaits you.

Reserved accommodation bookable in the UK.
Direct flights by British Airways.
Special inclusive arrangements available.
Information and Fair Cards
from Leipzig Fair Agency, Department T.I.
19 Dover Street, London W1X 3PB,
telephone 01-493 3111.

NEW YORK:
International Cycle Show—16-18 February 1975
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

MALMO:
Motor Show—22 February-2 March 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—24-28 February 1975
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (Auto '75)—12-16 March 1975
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

GENEVA:
International Motor Show (Car Manufacturers)—13-23 March 1975
Joint venture with Society of Motor Manufacturers and Traders.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: not applicable)

BELGRADE:
International Motor Show—31 March-6 April 1975
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Vehicle Components and Accessories Exhibition—15-19 April 1975
Sponsored by the Society of Motor Manufacturers and Traders.
(B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut off date: passed)

LOS ANGELES:
Imported Automobile Show—May 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.4.75)

FRANKFURT:
International Motor Show—11-21 September 1975
Joint venture with Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Motor Exhibition—2-12 October 1975
Joint venture with the appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

Export promotion film available

A recently completed film, 'Shows That Sell', is available on loan to exporters, trade associations, chambers of commerce, export clubs and any other export orientated organisation. This 16mm colour film, which runs for 20 minutes, illustrates the principal practical ways in which Fairs and Promotions Branch assists industry to win more exports. Application should be made to Publicity Unit, BOTB, 26 Old Bailey, EC4, or to any regional office of Department of Industry or offices for Scotland or Wales.

1976

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.7.75)

NEW YORK:
International Cycle Show—February 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.6.75)

TORONTO:
Canadian National Sportsmen's Show—March 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENEVA:
International Motor Show (Accessory Manufacturers)—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 3.6.75)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
International Truck and Equipment (Fleetweek)—14-18 June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

COLOGNE:
International Bicycle and Motorcycle Exhibition (Ifma)—September 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 15.12.75)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—October 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

1977

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.7.76)

FRANKFURT:
International Motor Show—September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Music and musical instruments

1975

CANNES:
International Record and Music Publishing Market (Midem)—18-24 January 1975
Joint ventures with:
(i) Music Publishers Association.
(ii) British Phonographic Industries Ltd.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: passed)

CHICAGO:
Music Industry Trade Show—22-25 June 1975
Joint venture with the Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: passed)

1976

CANNES:
International Record and Music Publishing Market (Midem)—January 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

HOUSTON:
Music Industry Trade Show—June 1976
Joint venture with Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

Office machinery and equipment

1975

TOKYO:
British Export Marketing Centre Business and Reproduction Equipment Exhibition (including computer software and peripherals)—18-22 February 1975
Sponsored by the Business Equipment Trade Association.
(R. D. D'urban, Tel: 01-405 6233)
(R. King, Ext. 7317)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment and Appliances for Mechanisation of Designing Technical, and Office work (Interorgtechnika)—2-16 September 1975
Joint venture with Business Equipment Trade Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 7.3.75)

PARIS:
International Business Machines and Office Equipment (Sicob)—18-26 September 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

ZAGREB:
International Office Machinery and Equipment Exhibition (Irterbiro)—6-11 October 1975
Joint venture with the Business Equipment Trade Association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: 28.2.75)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application ('Systems '75')—27-31 October 1975
Joint venture with Business Equipment Trade Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 14.3.75)

CHICAGO:
National Office Products Association Show—October 1975
Joint venture with Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: 3.3.75)

1976

PARIS:
International Business Machines and Office Equipment (Sicob)—September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
21st International Fair of Office Equipment and Data Processing (Bureau)—September 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 18.2.76)

CHICAGO:
National Office Products Association Show—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

MUNICH:
International Congress and Exhibition for Computer Systems and their application (Systems '77)—October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1975

SAO PAULO:
International Packaging and Graphic Arts Exhibition—3-9 March 1975
Joint venture with the Institute of Packaging.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

ROTTERDAM:
International Exhibition for Transport, Import and Export Services (Nedex Eurofreight)—18-22 March 1975
Joint venture with London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

STOCKHOLM:
International Exhibition for Suppliers to the Pulp, Paper, Board and Conversion industry (SPCI '75)—8-11 April 1975
Joint venture with the British Paper Machinery Makers Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

DUSSELDORF:
International Fair for Packaging Machines, Packaging Materials, Confectionery Machines (Interpack)—9-15 May 1975
Joint venture with the Institute of Packaging.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

BRNO:
International Packaging and Printing Trade Exhibition (Embax)—23-27 June 1975
Joint venture with London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

1976

MILAN:
International Exhibition of Packing and Packaging, Mechanical Handling and Food Processing Industrial Machinery (Ipackima)—16-22 February 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

JOHANNESBURG:
International Plastics Printing and Packaging Exhibition—15-19 June 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

USA:
Packaging/Converting Machinery Show (PMMI)—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Packaging Exhibition—November 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

Photographic equipment

1975

ANAHEIM:
National Microfilm Association Annual Convention Exposition—8-11 April 1975
Joint venture with the Business Equipment Trade Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

PARIS:
Photographic, Cinema and Optical Exhibition—8-16 November 1975
Joint venture with the British Photographic Export Group.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: 1.3.75)

1976

TOKYO:
British Export Marketing Centre Photographic Equipment Exhibition—March 1976
Sponsored by the British Photographic Export Club.
(R. Saunders, Tel. 01-893 3372)
(Miss R. Allen, Ext. 360)
(Cut off date: 13.6.75)

CHICAGO:
National Microfilm Association Annual Convention Exposition—27-30 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.11.75)

1977

USA:
National Microfilm Association Annual Convention Exposition—May 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 15.11.76)

Pottery and glassware

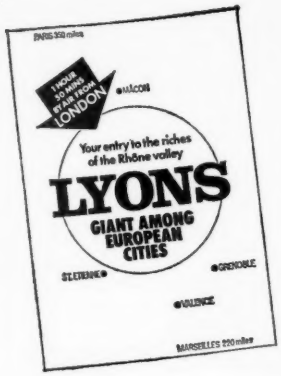
1975

HANOVER:
International Consumer Goods Fair (Interfachmesse '75)—15-19 March 1975
Joint ventures with:
(i) British Ceramic Manufacturers Federation.
(ii) British Jewellery and Giftware Federation Ltd.
(iii) British Art Metal Manufacturers Export Group.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
International China, Glassware, Pottery, Silverware, Jewellery Watches and Clocks Exhibition (Sifbihor)—6-9 April 1975
Joint venture with British Ceramic Manufacturers Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

ATLANTIC CITY:
China and Glass Show—January 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)



MARCH

INTERNATIONAL TRADE FAIR part of the British gallery of consumer goods and services

BRITAIN AT THE LYONS FAIR

OCTOBER

MEUROPAM among the 2016 stands in 1974 there were 31 British exhibitors

View through one of three galleries of British furniture at Meuropam

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Please send information about the LYONS INTERNATIONAL SPRING FAIR to:

Name .....

Company .....

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COLOGNE

NINETEEN INTERNATIONAL TRADE FAIRS FOR CONSUMER GOODS 1975

PROGRAMME 1975

January 22–26	† German Furniture Fair	* September 13–18	† ANUGA—World Food Market
February 3–7	† ISM—International Sweets & Biscuits Fair		Consuma International Trade Sector for Foods and Nonfoods
* February 13–16	† International Hardware Fair		
* February 14–16	† International Housewares Fair		Systema International Technical Sector for Catering Systems and the Restaurant Trade
* February 21–23	† International Men's Fashion Week		
* March 2–5	† DOMOTECHNICA—International Fair for large Household Apparatus & Electrical Appliances		Technica International Technical sector for the Grocery Trade, Associated Skilled Trades and Food Industry
March 7–16	West German Art Fair Cologne—Dusseldorf		
* March 14–16	† Fair for the Child	* September 28–30	† SPOGA—International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
May 8–11	Roof + Wall 1975—Trade Exhibition in connection with the 76th National Convention of the German Roofing Trade Association		
May 22–27	Geodetic Week 1975 (Convention: 22–28)	* September 28–30	† International Garden Trade Fair
* June 4–7	† INTERZUM—International Accessory, Equipment and Materials Fair for Furniture Production, Interior Decoration and Furnishing—Machines for the Upholstery Industry.	* October 10–12	† International Fair for the Child
		October 21–24	ORGATECHNIK—Exhibition for Organisation and Technique in Office and Works
June 13–25	Economic and Trade Exhibition of the People's Republic of China	November 5–8	International Exhibition of Sports Facilities and Bath Installations and related International Convention
* August 22–24	† International Men's Fashion Week		

** Member of the UFI* *† Admission restricted to trade visitors*

FOR THE RIGHT FAIR AT THE RIGHT TIME COME TO COLOGNE

Information and Tickets:

International Trade Fair Agencies Limited, Lufthansa House, 10 Old Bond Street, London W1X 4EN.
Telephone 01-409 1436

Ireland

H. Clissman, Jr., 44 Dartmouth Square, Dublin 6. Telephone: 76 57 29

Printing, stationery and printing machinery

1975

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—17-22 March 1975
Joint venture with the London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

MILAN:
International Screen Printing Trade Fair (Fespa)—17-21 May 1975
Joint venture with Display Producers and Screen Printers Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

NEW YORK:
Stationery Show—18-21 May 1975
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TOKYO:
Japan Graphic Arts Exhibition—26-30 September 1975
Joint venture with British Printing Machinery Association.
(R. King, Ext. 7317)
(Cut off date: 29.4.75)

1976

NEW YORK:
Stationery Show—May 1976
Joint venture with the British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1975

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—3-7 March 1975
Joint venture with Scientific Instrument Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

TOKYO:
International Security and Safety Exhibition—14-19 March 1975
Joint venture with London Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

SHANGHAI:
British Machine Tools and Scientific Instruments Exhibition—25 March-4 April 1975
All British Exhibition sponsored by the BOTB in association with the Sino-British Trade Council, The Machine Tool Trades Association and The Scientific Instrument Manufacturers Association and the Gauge and Tool Makers Association.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—14-18 April 1975
Joint venture with Scientific Instrument Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MUNICH:
Exhibition for Electro-Optical Systems and their application in industry and research (Laser '75)—24-27 June 1975
Joint venture with the SIRA Institute.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

TOKYO:
15th All Japan Scientific Instruments Show—6-10 October 1975
Joint venture with Scientific Instrument Manufacturers Association.
(R. King, Ext. 7317)
(Cut off date: 5.3.75)

BASLE:
International Nuclear Industries Fair (Nuclex)—7-11 October 1975
Joint venture with the British Nuclear Forum.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

ANAHEIM:
Electro Optical Systems Design Conference—11-13 November 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with the Scientific Instrument Manufacturers Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 13.6.75)

MOSCOW:
Exhibition of Equipment for Geology, Geophysics and Cartography—21-30 November 1975
Joint venture with the Scientific Instrument Manufacturers Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 13.6.75)

TOKYO:
British Export Marketing Centre Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the SIRA Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: 14.3.75)

1976

USA:
Annual Meeting of the American Society for Microbiology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—1-5 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—April 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress ('Achema')—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
Laboratory Exhibition—December 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

1977

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

MUNICH:
Exhibition for Electro-Optical Systems and their application in Industry and Research (Laser '77)—June 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Ships and boats

1975

TORONTO:
International Boat Show—9-19 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

PARIS:
International Pleasure Boat Exhibition—9-20 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—18-26 January 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

FRENCH TRADE EXHIBITIONS 1975

FEBRUARY	8-11	International Knitwear Industries Exhibition	Porte de Versailles, 75015 Paris
	8-11	European Men's Wear Show – SEHM	Porte de Versailles, 75015 Paris
	8-11	Children's Fashion Exhibition	Porte de Versailles, 75015 Paris
	8-14	International Games and Toys Exhibition	Porte de Versailles, 75015 Paris
	22- 9 Mar. 22-25	International Arts of Home-Making Exhibition Trade-Days	CNIT, Paris-Puteaux
MAR	1- 4	International Winter Sports Equipment Trade-Show of Grenoble	38000 Grenoble
	2- 9	International Agricultural Show	Porte de Versailles, 75015 Paris
	2- 9	International Agricultural Machinery Show	Porte de Versailles, 75015 Paris
APRIL	2- 8	International Electronic Components Exhibition (closed on Sunday)	Porte de Versailles, 75015 Paris
	5- 9	International Confectionery, Chocolate, Biscuit Trade Exhibition – INTERSUC	Porte de Versailles, 75015 Paris
	5-10	International Fur Industries Exhibition – SIF	Porte de Versailles, 75015 Paris
	5-10	International Ladies' Ready-to-Wear Clothing Exhibition and 'Section Boutique'	Porte de Versailles, 75015 Paris
	6- 9	International Week of Tableware, Jewellery, Watchmaking and Precious Metal Work – SIFBIHOR	Porte de Versailles, 75015 Paris
	7-12	International Exhibition of Hydraulic, Pneumatic and Mechanical Transmissions and Components for Machine and Equipment Construction – MECANELEM	CNIT, Paris-Puteaux
MAY	12-17	International 'Surface Treatment and Industrial Finishes' Exhibition	CNIT, Paris-Puteaux
	12-17	International Furnace and Industrial Heat Equipment Exhibition – EUROFOUR	CNIT, Paris-Puteaux
	15-19	Optical Equipment Exhibition – SILMO	Oyonnax
	30- 8 Jun.	International Aeronautics and Space Show	Paris le Bourget
SEPTEMBER	3- 8	Commercial and Professional Art Workshops Exhibition	Porte de Versailles, 75015 Paris
	6- 9	International Leather Week	Porte de Versailles, 75015 Paris
	6- 9	European Men's Wear Show – SEHM	Porte de Versailles, 75015 Paris
	6- 9	Children's Fashion Exhibition	Porte de Versailles, 75015 Paris
	7-15	Jewellery, Gold and Silver, Clockware, Gift Week – BIJORHCA	Porte de Versailles, 75015 Paris
	14-16	Professional Show of Open Air Sports and Pastimes Articles – SISEL	Porte de Versailles, 75015 Paris
	18-26 18-19	International Exhibition of Data Processing, of Communication and Office Organisation – SICOB Trade-Days	CNIT, Paris-Puteaux
OCTOBER	3- 7	Cote d'Azur Summer Fashion Fair	Nice
	12-20	International Exhibition – EQUIPHOTEL	Porte de Versailles, 75015 Paris
	18-22	International Ladies' Ready-to-Wear Clothing Exhibition and 'Section Boutique'	Porte de Versailles, 75015 Paris
	20-24	International Market for the European Diffusion of Sub-Contracting – MIDEST	44 NANTES
NOV	8-16	International Photographic, Cinematograph and Optical Exhibition	Porte de Versailles, 75015 Paris
	17-24	International Retail Trades' Equipment Show – EQUIP'MAG	Porte de Versailles, 75015 Paris
	20-30	International Building Exhibition – BATIMAT	Porte de Versailles, 75015 Paris
DEC	2-10	International Handling Equipment Exhibition	CNIT, Paris-Puteaux

For further information please contact: **FRENCH TRADE EXHIBITIONS**

196 SLOANE STREET, LONDON S.W.1

Telephone 01-235 3234/5

Telex 91 91 32 Francom, London

GOTHENBURG:
Boat Show—7-16 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

LONG BEACH:
SCMA Sail Boat Show—14-23 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

MIAMI:
International Boat Show—20-26 February 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

AMSTERDAM:
Sailboat Show (Hiswa)—4-9 March 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
Powerboat Show (Hiswa)—18-23 March 1975
Joint venture with the Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO:
International Boat Show—3-8 April 1975
Joint venture with Ship and Boat Builders National Federation.
(R. King, Ext. 7317)
(Cut off date: passed)

OSLO:
International Shipping Exhibition (NOR Shipping '75)—5-10 May 1975
Joint ventures with:
(i) Shipbuilders and Repairers National Association.
(ii) British Marine Equipment Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Marine Equipment Exhibition—6-10 May 1975
Sponsored by the British Marine Equipment Council.
(D. Maxwell, Tel. 01-247 7566)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

MELBOURNE:
Herald National Boat Show—4-12 July 1975
Joint venture with Ship and Boat Builders National Federation.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

CHICAGO:
Marine Trades Exhibition and Conference—September 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.75)

NEWPORT:
International Sailboat Show—September/October 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.75)

GENOA:
International Boat Show—17-27 October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.75)

HAMBURG:
International Boat Show—18-26 October 1975
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.75)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—November 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.75)

1976

PARIS:
International Pleasure Boat Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

LONG BEACH:
SCMA Sailboat Show—February 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (Hiswa)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (Hiswa)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 5.10.75)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEWPORT:
International Sailboat Show—September 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Marine Trades Exhibition and Conference—September 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

HAMBURG:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.76)

1977

HAMBURG:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1975

HOUSTON:
National Sporting Goods Association Show—23-26 January 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—9-12 March 1975
Joint venture with British Toy Manufacturers Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Sporting, Camping, and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trades Association of Great Britain.
(J. H. Griffiths, Tel. 01-405 3822)
(R. King, Ext. 7317)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—27-30 September 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association.
(iii) Leisure and Outdoor Furniture Association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.75)

ESSEN:
International Caravan Salon—27 September-3 October 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—5-8 November 1975
Joint venture with the Building Centre Ltd.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 31.1.75)

AMSTERDAM:
Caravan Exhibition—December 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1976

CHICAGO:
National Sporting Goods Association Show—February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—September 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 28.2.76)

Textiles and textile machinery

1975

SYDNEY:
Textile Institute Conference—13-15 February 1975
(Mrs. P. W. Davies, Ext. 7093)

ATLANTIC CITY:
Knitting Arts Exhibition—27 April-2 May 1975
Joint venture with the British Textile Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition ('Interstoff')—12-15 May 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PHILADELPHIA:
Bobbin Show—24-26 September 1975
Joint venture with the Clothing Institute.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

AMSTERDAM:
Textile Design Exhibition (Design-in)—September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
International Textile Machinery Exhibition—6-15 October 1975
Joint venture with the British Textile Machinery Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

FRANKFURT:
International Textile for Clothing Exhibition (Interstoff)—18-21 November 1975
Joint venture with National Wool Textile Export Association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles ('Heimtex')—14-18 January 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

OSAKA:
Fourth International Exhibition of Textile Machinery (Jitema '76)—March 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—11-14 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

GREENVILLE, SOUTH CAROLINA:
Textile Machinery Show (ATME-1)—21-29 October 1976
Joint venture with British Textile Machinery Organisation.
(D. J. Webley, Ext. 7094)
(Cut off date: 4.1.76)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with appropriate trade association.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1977
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1975

NUREMBERG:
International Toy Fair—1-7 February 1975
Joint venture with British Toy Manufacturers Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NEW YORK:
International Toy Fair—16-18 February 1975
Joint venture with the British Toy Manufacturers Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—9-12 March 1975
Joint venture with British Toy Manufacturers Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre—Sample Show 18-20 March 1975
Sponsored by British Toy Manufacturers Association.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

1976

NUREMBERG:
International Toy Fair—7-13 February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
International Toy Fair—February 1976
Joint venture with the British Toy Manufacturers Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

1977

NUREMBERG:
International Toy Fair—February 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Watches and clocks

1975

BASLE:
Swiss Industries Fair (3rd European Watch Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with:
(i) Export Council for the Jewellery and Giftware Industries.
(ii) British Clock and Watch Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

BASLE:
Swiss Industries Fair (4th European Watch Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—29 April-2 May 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Joint venture with British Water and Effluent Treatment Plant Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

SYDNEY:
Environment '75—2-6 July 1975
Joint venture with London Group of Building Centres.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB '75)—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
International Exhibition for the Treatment, Storage and use of Water (Aquatech)—September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 3.3.75)

CLEVELAND:
Pollution Engineering Exposition and Congress—20-23 October 1975
Joint venture with the London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—20-25 October 1975
Joint venture with London Chamber of Commerce.
(Mrs. E. Crozier, Ext. 7045)
(Cut off date: passed)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.75)

1976

TOKYO:
Anti-pollution Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

USA:
Air Pollution Association Annual Meeting and Exhibition—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 2.1.76)

USA:
12th Annual Convention of the Solid Waste Management Association—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

CHICAGO:
Pollution Engineering Exposition and Congress—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.76)

MILAN:
Antipollution Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.4.76)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

PARIS:
International Industrial Cleaning and Waste Disposal Exhibition—December 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

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Tel: 01-437 1622. Telex: 262567. Cables: Indatfa London.

MEMBER Member aeo Association of Exhibition Organisers

CALENDAR OF EVENTS

1975

IMBEX 75 – International Men's and Boys' Wear Exhibition
24-28 February 1975, Earls Court, London

Brighter Homes Exhibition
4-22 March 1975, City Hall, Manchester

British Machine Tools and Scientific Instruments Exhibition
25 March-4 April 1975, Shanghai, China

Energy Conservation and Utilisation Exhibition
21-25 April 1975, City Hall, Manchester

International Welding and Metal Fabrication Exhibition 21-26 April 1975, Olympia, London

London Electronic Component Show
13-16 May 1975, Olympia, London

National Printing Machinery Exhibition
2-6 June 1975, Olympia, London

The Northern Floor Coverings Fair
2-5 September 1975, The Exhibition Centre, Harrogate

Distribution 75 – London Packaging, Handling & Storage Exhibition
8-12 September 1975, Olympia, London

Food, Cookery and Catering Exhibition
9-20 September 1975, City Hall, Manchester

London International Footwear Fair
23-25 September 1975, Earls Court, London

Electronic Instrument Exhibition 23-25 September 1975, Bloomsbury Centre, London

International Audio Festival and Fair
20-26 October 1975, Olympia, London

INTERBAKE 75 – The International Bakers and Confectioners Exhibition
21-26 October 1975, Olympia, London

Home Improvements and Leisuretime Exhibition
11-22 November 1975, City Hall, Manchester

1976

HOTELYMPIA 76 – International Hotel and Catering Exhibition
14-21 January 1976, Olympia, London

IMBEX 76 – International Men's and Boys' Wear Exhibition 1-5 March 1976, Earls Court, London

BREWEX 76 – International Brewing, Bottling and Allied Trades Exhibition
29 March-2 April 1976, Earls Court, London

HEVAC 76 – International Heating, Ventilating and Air Conditioning Exhibition 5-9 April 1976, National Exhibition Centre, Birmingham

IEA 76 – International Instruments, Electronics and Automation Exhibition 3-7 May 1976, National Exhibition Centre, Birmingham

International Laundry, Dry Cleaning and Allied Trades Exhibition 2-11 June, 1976, National Exhibition Centre, Birmingham

Offshore International Exhibition
7-10 December 1976, National Exhibition Centre, Birmingham

1977

PAKEX 77 – International Packaging Exhibition
14-18 March 1977, National Exhibition Centre, Birmingham

International Mechanical Handling Exhibition
16-21 May 1977, National Exhibition Centre, Birmingham

INTERPLAS 77 – The International Plastics Exhibition in Europe for 1977, 15-24 September 1977, National Exhibition Centre, Birmingham

OVERSEAS EXHIBITIONS

The Company is also engaged by the British Overseas Trade Board of the Department of Trade to organise, on its behalf, British Exhibitions overseas. The next event will be:

SHANGHAI
British Machine Tools and Scientific Instruments Exhibition (1975)

Previous overseas events organised on a similar basis were:

JAKARTA
British Industrial Exhibition (1974)
SÃO PAULO
British Industrial Exhibition (1974)
BILBAO
British Industrial Technology Exhibition (1973)
PEKING
British Industrial Technology Exhibition (1973)

The following British fairs and promotions were organised directly by the Company with the full co-operation of the Confederation of British Industry and the Association of British Chambers of Commerce with active support from the Department of Trade and Industry.

BUENOS AIRES
British Industrial Exhibition (1970)
SÃO PAULO
British Industrial Exhibition (1969)
BUCHAREST
British Industrial Exhibition (1968)
VANCOUVER British Pavilion,
British Columbia International Trade Fair (1967)
TORONTO
British Industrial Fair, Production Show (1967)
MEXICO CITY
British Industrial Exhibition (1966)
MOSCOW
British Industrial Exhibition (1966)

1977

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.11.76)

USA:
13th Annual Convention of the Solid Waste Management Association—June 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1977)

Other specialised fairs

1975

ESSEN:
Horse Riding Equipment Exhibition (Equitana)—19-23 February 1975
Joint venture with British Agricultural Export Council.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NUREMBERG:
European Educational Aids and Appliances Fair (Didacta)—10-14 March 1975
Joint ventures with:
(i) Industrial Council for Educational and Training Technology Ltd., including a stand for the Department of Education and Science.
(ii) Book Development Council.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

MADRID:
World Stamp Exhibition (Espana '75)—4-13 April 1975
Joint venture with the Philatelic Traders Society.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

AMSTERDAM:
International Fire Service Exhibition—29 April-3 May 1975
Joint venture with London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

WASHINGTON D.C.:
American Ceramic Society—4-8 May 1975
Joint venture with British Ceramic Plant and Machinery Manufacturers Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

HOUSTON, TEXAS:
7th Annual Offshore Technology Conference and Exposition—5-8 May 1975
Joint venture with the Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

NEW YORK:
National Premium Show—5-8 May 1975
Joint venture with British Premium Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with the Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

PIACENZA:
Button Exhibition—30 May-2 June 1975
Joint venture with British Button Manufacturers Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

CINCINNATI:
National Materials Handling Show—3-5 June 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

STUTTGART:
International Shutter and Blinds Fair (R 75)—5-8 June 1975
Joint venture with Birmingham Engineering and Building Centre Ltd.
(J. C. C. Hicks, Ext. 7201)
(Cut off date: passed)

PARIS:
International Stamp Exhibition (Arphila)—6-16 June 1975
Joint venture with Philatelic Traders Society.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

MELBOURNE:
Australian International Education Exhibition—17-21 June 1975
Joint venture with Industrial Council for Educational and Training Technology.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BASLE:
International Art Fair—18-23 June 1975
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.75)

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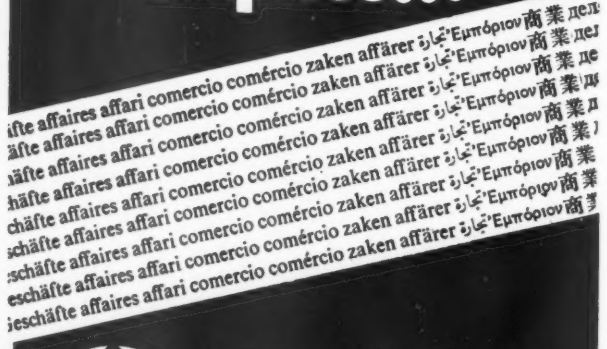

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Joint venture with Engineering Teaching Equipment Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

SALONIKA:
World Veterinary Congress—6-12 July 1975
Joint venture with the Association of the British Pharmaceutical Industry.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

OTTAWA:
Aids to Navigation Equipment Exhibition—5-8 August 1975
Joint venture with Trinity House Lighthouse Service.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB '75)—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CHICAGO:
National Safety Congress—29 September-2 October 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.75)

BASLE:
International Surface Treatment Exhibition—30 September-4 October 1975
Joint venture with Birmingham Engineering and Building Centre.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

TORONTO:
Canadian Mining and Aggregate Equipment Exhibition—8-10 October 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

MEXICO CITY:
International Exhibition on Teaching Materials (Didacta '75)—10-19 October 1975
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

WASHINGTON D.C.:
Annual Convention and Exhibition of the Wire Association of America—12-16 October 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

NANTES:
International Market for European Sub-Contracting (Midest)—20-24 October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7205)
(Cut off date: not yet arranged)

LOS ANGELES:
Paint Show—29 October-1 November 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—12-15 November 1975
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 25.3.75)

SYDNEY:
International Exhibition of Metallic Corrosion—3-6 December 1975
Joint venture with London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.3.75)

1976

NEW ORLEANS:
National Audio-Visual Association Convention and Exhibition—10-13 January 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.6.75)

BASLE:
International Exhibition for the Nonwoven Fabrics, Disposables and Short Life Products Industry (Interslix '76)—27-31 January 1976
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

ZURICH:
Exhibition for Mechanised and Automated Production—January 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.1.75)

TORONTO:
Canadian Education Showplace—2-4 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.75)

BASLE:
European Educational Materials Exhibition (Didacta)—23-27 March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: not yet arranged)

ANAHEIM:
Educational Communications and Technology National Convention and Exhibition—25 March-3 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

ZURICH:
International Sheet Metal Exhibition and Conference—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.8.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Non Woven Fabrics and Disposable Softgoods Industries—April 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.9.75)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

DUSSELDORF:
9th World Mining Congress—22-30 May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DETROIT:
American Mining Congress and Coal Show—May 1976
Joint venture with appropriate trade association
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

USA:
American Ceramic Society—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.12.75)

CHICAGO:
International Security Conference and Exhibition—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.75)

HOUSTON, TEXAS:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

NEW YORK:
National Premium Show—May 1976
Joint venture with British Premium Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PHILADELPHIA:
Interphil 1976—May 1976
Possible joint venture with the Philatelic Traders Society.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.76)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

USA:
Annual Exhibition of Educational Resources—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.1.75)

USA:
National Materials Handling Show—June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

CINCINNATI:
Powder Coating Exhibition—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.76)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

CHICAGO:
National Safety Congress—September/October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.76)

USA:
Paint Show—27-30 October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.76)

USA:
Annual Convention and Exhibition of the Wire Association of America—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

USA:
World Energy Engineering Exposition and Congress—November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 16.5.76)

AMSTERDAM:
Metal Finishing Exhibition (Interfinishvom '76)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.4.75)

DUSSELDORF:
3rd International Congress Exhibition for Marine Research and Marine Exploitation (Interocean)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

CHICAGO:
Railway Engineering-Maintenance Suppliers Association Exhibition (REMSA)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

USA:
Educational Communications and Technology National Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

CHICAGO:
International Security Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

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American Ceramic Society—May 1977
Joint venture with appropriate trade association.
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(Cut off date: 31.12.76)

USA:
Annual Exhibition of Educational Resources—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.12.76)

USA:
National Material Handling Show—June 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.11.76)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £100 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £400 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £50 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1975 is now complete. The programme of exhibitions for 1976 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614).

Official British Trade Exhibitions June 1975 - March 1976

Sporting, Camping and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trades Association of Great Britain.
(J. H. Griffiths, Tel. 01-405 3822)
(R. King Ext. 7317)
(Cut off date: passed)

Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers
(W. R. Eccles, Tel: 0742 663084)
(R. King, Ext. 7317)
(Cut off date: 14.2.75)

Medical Equipment Exhibition—9-13 September 1975
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
R. King, Ext. 7317)
(Cut off date: passed)

Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: 14.3.75)

Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen,, Ext. 360)
(Cut off date: passed)

Photographic Equipment Exhibition—mid March 1976
Sponsored by the British Photographic Export Club.
(R. Saunders, Tel: 01-89 33372)
(Miss R Allen, Ext. 360)
(Cut off date: 13.6.75)

British shopping weeks and store promotions

1975/6

Shopping week

Sweden

JONKOPING, May/June 1976
Promotion of British consumer goods by Jonkoping Retailers' Association
(Miss J. M. Neeson, Ext. 7207)

Store promotions

Australia

David Jones Ltd., nationwide, May 1975
Wide range of British consumer goods to be featured throughout 18 cities including Sydney, Adelaide, Canberra, Perth, Brisbane.
UK inquiries: David Jones Group, 315 Regent Street, London, W.1 (Tel. 01-580 1555)
(Mrs. P. W. Davies, Ext. 7093)

Canada

TORONTO and OTTAWA, October 1975
Brill's Interiors, 2901 Bayview Avenue, Willowdale, Toronto.
British promotion featuring traditional and reproduction furniture in three stores in Toronto and one in Ottawa.
Inquiries: Mr. Donald Brill, 2901 Bayview Avenue, Willowdale, Toronto
(L. Devine, Ext. 318)

France

PARIS, February 1975
La Samaritaine
Consumer goods.
Inquiries: M. Lardenois, Buying and Promotions Manager, La Samaritaine, 19 Rue de la Monnaie, Paris 1
(Miss D. M. Wilmot, Ext. 7211)

Italy

ROME, March/April 1975
CIM, two stores
Promotion will include food and drink and related household items. (Contact: Dott F. Robiglioni, Via XX Settembre 97 C, Rome. Tel. 48 13 51)
(R. E. Newton, Ext. 571)

Japan

Mitsukoshi, 29 April-11 May 1975
Consumer goods promotion, in Tokyo and other branches.
UK inquiries: Mitsukoshi (UK) Ltd., 5th Floor, Kent House, 87 Regent Street, London WIR 8NB (Tel. 01-437 6346)
(R. King, Ext. 7317)

Matsuzakaya, 1-13 May 1975
Tokyo and Nagoya Stores
Consumer goods.
UK inquiries: Associated Merchandising Corporation (1B), Baker Street, London W1M 1AA (Tel. 01-486 4721)
(Miss R. Allen, Ext. 360)

Seibu, 9-28 May 1975
Consumer goods promotion in 8 stores.
UK inquiries: J. Raymond Wilson & Co Ltd., 75/77 Margaret Street, London W1N 7HB (Tel. 01-637 4595)
(R. King, Ext. 7317)

Takashimaya, early May 1975
Consumer goods promotion to be held in Group's main store in Tokyo and 9 other stores.
UK inquiries: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London W1M 6AL (Tel. 01-629 8805)
(Miss R. Allen, Ext. 360)

TOKYO:
Isetan (Shinjuku), May 1975
Consumer goods. UK inquiries: Dean Warburg Ltd., 38 Savile Row, London, W1 (Tel. 01-734 9421)
(R. King, Ext. 7317)

Keio (Shinjuku), May 1975
Consumer goods.
UK inquiries: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London W1M 6AL
(Miss R. Allen, Ext. 360)

Hankyu, May 1975
Consumer goods in general, Tokyo and Osaka.
UK inquiries: Booker Export Services Ltd., The Adelphi, John Adam Street, WC2N 6BD (Tel. 01-930 4041)
(Miss R. Allen, Ext. 360)

Odakyu, May 1975
Consumer goods including clothing.
Tokyo head Office: 1-3 Nishi Shinjuku 1-Chome Shinjuku-Ku, Tokyo.
Contact: Mr. T. Nishi
(Miss R. Allen, Ext. 360)

Switzerland

Rheinbruecke, 11-26 April 1975
Approximately 30 stores all over Switzerland. The promotion will feature textiles, ladies' clothing, children's clothing, leather goods, carpets, furniture, earthenware, food and drink, do-it-yourself equipment, hi-fi and tv, garden implements. Contact: Mr. A. Weissberg, Magazine zur Rheinbruecke AG Dept: Rheba Zentrale, Marketing Promotion, Utengasse 6 Postfach 337. CH 4000 Basle
(Mrs. M. R. Todd, Ext. 7092)

USA

Seattle, September-October 1975
Nordstroms
Promotion of British clothing.
UK inquiries: J. Warburg, Dean Warburg Ltd, 38 Savile Row, London W1X 2ET.
(Tel. 01-734 9421)
(C. J. Wareing, Ext. 7242)

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For further details of the Technical Help to Exporters organisation, write to: British Standards Institution, Technical Help to Exporters, Promotion Services Department, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ; or telephone G. Graham at Hemel Hempstead (STD code 0442) 61712.

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Missions

Outward missions

1975

Africa

Nigeria 19 January-1 February 1975
Croydon Chamber of Commerce and Industry
(Contact: D. H. Williams, Tel. 01-688 5879)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: passed)

South Africa 25 January-8 February 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9189)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 8-23 February 1975
Federation of Sussex Industries
(Contact Mrs. N. Potter, Tel. Brighton 2618)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 9-19 February 1975
British Electrical and Allied Manufacturers Association Ltd.
(Contact: W. A. Needham-Ellis, Tel. 01-437 0678)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: passed)

South Africa 21 February-14 March 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 2-12 March 1975
Humberside Branch Institute of Export
(Contact: R. A. Barton, Tel. Hull 882185)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: passed)

South Africa 8-22 March 1975
British Electrical and Allied Manufacturers Association
(Contact: R. Blagborough, Tel. 01-437 0678)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Tanzania, Zambia 5-16 April 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: passed)

South Africa 5-26 April 1975
Scottish Council Development Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 20 April-11 May 1975
London Chamber of Commerce and Industry
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 31.1.75)

South Africa 26-April-16 May 1975
Agricultural Engineering Association
(Contact: D. O'Neill, Tel. 01-828 7973)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 3-17 May 1975
Glasgow Chamber of Commerce
(Contact M. Neil, Tel. 041-204 2122)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 18.1.75)

South Africa 17-31 May 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 17.2.75)

Nigeria 2-16 June 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 28.2.75)

South Africa 5-26 July 1975
Manchester Chamber of Commerce
(Contact: D. N. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 5.3.75)

South Africa 19 July-8 August 1975
Gauge and Tool Makers Association
(Contact: A. R. Smith, Tel. 01-493 3451)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 19.3.75)

South Africa 2-20 August 1975
The Leicester Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 30.4.75)

South Africa 6-27 September 1975
British Ceramic Plant and Machinery Manufacturers Association
(Contact: C. J. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.5.75)

South Africa 27 September-11 October 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 27.5.75)

Nigeria September-October 1975
Leeds Chamber of Commerce and Industry
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 1.6.75)

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck MBE, ERD, Tel. Slough 33633)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 18.6.75)

South Africa 1-15 November 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms CA, Tel. Dundee 22122)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 30.6.75)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 13.6.75)

Nigeria, Ghana, Sierre Leone 25 November-13 December 1975
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 25.8.75)

Americas, including the Caribbean

USA and Canada 3-17 January 1975
British Ceramic Manufacturers Federation
(Contact: N. Nelson, Tel. Stoke-on-Trent 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Canada and USA 12-26 February 1975
Small Industries Council for Rural Areas of Scotland
(Contact: W. R. V. Percy, Tel. 031-225 2846)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

Venezuela 15 February-1 March 1975
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 22 February-8 March 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

USA 27 February-14 March 1975
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-253 7000)
(FPB contact: D. J. Webley, Ext. 7094)
(Cut off date: passed)

Brazil 2-15 March 1975
North of England Development Council
(Contact: R. Hull, Tel. Newcastle-upon-Tyne 610026
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela and Ecuador 6-21 March 1975
Confederation of British Industry
(Contact: W. D. Scoon, Tel. 01-930 6711)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 15-29 March 1975
London Chamber of Commerce
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA 22-29 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

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USA 4-25 April 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A Treherne, Tel. 01-734 2851)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA 6-10 April 1975
British Electrical and Allied Manufacturers Association
(Contact: B. S. Masters, Tel. 01-437 0678)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA 20-30 April 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 20.1.75)

Canada (West) (Petrochemicals etc) 21 April-2 May 1975
London Chamber of Commerce
(Contact: C. Buckman, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA (Houston) 30 April-11 May 1975
Association of British Oceanic Industries
(Contact: M. Armstrong, Tel. 01-839 4089)
(FPB contact: M. F. Moor, Ext. 7215)
(Cut off date: passed)

Brazil April 1975
Birmingham Engineering and Building Centre
(Contact: Mr. D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA (Houston) 5-8 May 1975
London Chamber of Commerce
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: M. F. Moor, Ext. 7215)
(Cut off date: passed)

USA and Canada 5-23 May 1975
Bristol Chamber of Commerce
(Contact: Mrs. E. Childs, Tel. Bristol 37081)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.75)

Brazil 13-25 May 1975
Manchester Chamber of Commerce
(Contact: Mr. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 18-28 May 1975
Merseyside Chamber of Commerce
(Contact: J. A. Cayzer, Tel. Runcorn 73878)
(FPB contact: C. J. Wareing, Ext. 7243)
(Cut off date: 15.2.75)

Canada (West) 19-30 May 1975
Birmingham Chamber of Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

Puerto Rico, Haiti, Dominican Republic and St. Thomas May 1975
West India Committee
(Contact: Lt.-Col. M. R. Robinson, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 12.2.75)

Brazil 7-21 June 1975
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.2.75)

USA 22 June-2 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 22.4.75)

Brazil 22 June-5 July 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.1.75)

Trinidad, Jamaica June 1975
Leicester and County Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 28.2.75)

Brazil 7-13 July 1975
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.3.75)

Jamaica 12-19 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 10.4.75)

Brazil, Argentina 15-28 July 1975
Machine Tool Trades Association
(Contact: D. Bromige, Tel. 01-402 6671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 15.4.75)

Brazil 1-14 September 1975
Engineering Industries Association
(Contact: Col. R. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.75)

Canada 14-24 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 9.6.75)

Brazil and Venezuela 22 September-5 October 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.5.75)

USA and Canada 27 September-9 October 1975
Glasgow Chamber of Commerce
(Contact: N. Heil, Tel. 041-204 2121)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 15.6.75)

USA 27 September-12 October 1975
Bristol Chamber of Commerce, Industry and Shipping.
(Contact: Mrs. B. Childs, Tel. 0272-37081)
(FPB contact: J. Henderson, Ext. 265)
(Cut off date: 6.6.75)

USA (West Coast), Canada 14 September-17 October 1975
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 25.6.75)

USA September 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.6.75)

USA (California) September 1975
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date 1.6.75)

Venezuela, Colombia Autumn 1975
Manchester Chamber of Commerce
(Contact: L. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA and Canada Autumn 1975
The Scottish Council
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 1.7.75)

Colombia, Venezuela 22 November-6 December 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.6.75)

Brazil 1-14 December 1975
Gauge and Toolmakers Association
(Contact: N. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.8.75)

Asia

Iran 10-16 January 1975
Leicester Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Hong Kong, Japan 12-26 January 1975
British Menswear Guild
(Contact: P. A. O. McGrath, Tel. 01-491 7546)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan 12-28 January 1975
British Knitting Export Group
(Contact A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Japan and Hong Kong 12-30 January 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Thailand, Malaysia, Singapore and Indonesia 13-30 January 1975
British Food Export Council
(Contact: Major-Gen. I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Kuwait, Bahrain, Doha, Abu Dhabi and Dubai 24 January-8 February 1975
South Wales Exporters Club
(Contact: H. C. Blanch, Tel. Caerphilly 885701)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: passed)

Japan, Hong Kong (Japan 8-22 February, Hong Kong 23-28 February) 8-28 February 1975
Dundee Chamber of Commerce
(Contact: Mrs. E. Dryden, Tel. Dundee 22122)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Iraq, Jordan, Lebanon, Syria 21 February-6 March 1975
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: passed)

Iran, Saudi Arabia, Bahrain 27 February-17 March 1975
Catering Equipment Manufacturers Association of Great Britain
(Contact: R. E. Beckett, Tel. 01-439 3693)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait, Dubai, Muscat, Abu Dhabi, Doha, Bahrain 28 February-20 March 1975
Dundee Chamber of Commerce
(Contact: Mrs. E. Dryden, Tel. Dundee 22122/3)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: passed)

Japan 3-15 March 1975
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan 6-21 March 1975
British Furniture Manufacturers Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Kuwait, Gulf 8-11 March 1975
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: passed)

Pakistan, India 8-27 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Iraq, Iran 9-23 March 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Japan 17-28 March 1975
British Toy Manufacturers Association
(Contact: J. Glanfield, Tel. 01-242 9158)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Hong Kong 22-29 March 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Japan (Giftware Mission) 24 March-4 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. O. Hooker, Tel. 01-493 7628)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Japan, Hong Kong and Singapore 29 March-19 April 1975
The Ship and Boat Builders National Federation
(Contact: D. Hough, Tel. 01-405 7481)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Japan 31 March-12 April 1975
The Merchant Converters Association
(Contact: O. Makower, Tel. 01-439 1632)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Saudi Arabia, Bahrain, Dubai, Kuwait 3-23 April 1975
North of England Development Council
(Contact: A. Wilson, Tel. 0642-612 525)
(FPB contact: P' Robinson, Ext. 7314)
(Cut off date: passed)

Indonesia, Singapore, Malaysia, Thailand 6-26 April 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 76123)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: passed)

Japan 10-24 April 1975
Society of Motor Manufacturers and Traders
(Contact: B. B. Whitelaw, Tel. 01-235 7000)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Indonesia 26 April-7 May 1975
Confederation of British Industry
(Contact: M. G. Thornton, Tel. 01-930 6711)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 24.1.75)

Hong Kong, Japan 12-28 May 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Thailand, Singapore, Hong Kong 12-31 May 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 10.2.75)

Indonesia, Malaysia May 1975
London Chamber of Commerce
(Contact: E. MacDonald, Tel. 01-248 4444)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 3.2.75)

Japan 2-14 June 1975
International Coil Winding Association
(Contact: J. C. McNeill, Tel. Bournemouth 38869)
(FPB contact: A. King, Ext. 7317)
(Cut off date: 8.1.75)

Korea, Republic of (South Korea) 7-17 September 1975
The Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 14.3.75)

Malaysia 20-27 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 14.6.75)

Iraq, Jordan, Syria and Lebanon Autumn 1975
London Chamber of Commerce
(Contact: D. A. Gray, Tel. 01-248 4444)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: 31.3.75)

Korea, Republic of (South Korea) 11-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 30.6.75)

Singapore and Malaysia 31 October-18 November 1975
Wolverhampton Chamber of Commerce and Industry
(Contact: C. J. Carder, Tel. Wolverhampton 26726)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 1.7.75)

Malaysia and Singapore October 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: 1.7.75)

Malaysia, Hong Kong, Philippines 7-27 November 1975
The Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: I. D. Spencer, Ext. 7099)
(Cut off date: August 1975)

Bahrain, Oman, Saudia Arabia, Yemen 15-November-1 December 1975
Birmingham Chamber of Commerce
(Contact: T. Edgar, Tel. 021-454 6171)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: 1.7.75)

Kuwait, Lebanon November 1975
Leicester Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: 31.7.75)

Australasia

Australia, New Zealand 9-28 February 1975
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 9 February-15 March 1975
Manchester Chamber of Commerce and Industry
(Contact: D. M. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 16 February-22 March 1975
The Irish Linen Guild
(Contact: Maurice Elson, Tel. 01-636 1794)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand (Australia 23 February-8 March, New Zealand 9-15 March) 23 February-15 March 1975
North Staffordshire Chamber of Commerce and Industry
(Contact: Mr. J. Glover, Tel. 0782 44731)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia (New Zealand 3-7 March, Australia 10-27 March) 3-27 March 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 3-29 March 1975
Northern Ireland Chamber of Commerce and Industry
(Contact: Miss B. E. Simonton, Tel. Belfast 34488)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 5-19 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. Hooker, Tel. 01-493 7628)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

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Australia 5-23 April 1975
British Furniture Manufacturers Export Club
(Contact: Mr. J. Diab, Tel. 01-580 6300)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 5-25 April 1975
Leicester and County Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 7-25 April 1975
The Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand April 1975
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand May 1975
The City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia May 1975
Clothing Export Council
(Contact: Mr. J. Clifford, Tel. 01-734 9744)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand May-June 1975
British Paper and Board Industries Federation
(Contact: J. F. Nason, Tel. 01-583 0686)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.1.75)

Australia, New Zealand 24 June-24 July 1975
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.3.75)

Australia 30 June-11 July 1975
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact, Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 28.2.75)

New Zealand and Australia 8 September-3 October 1975
Bristol Chamber of Commerce Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact, Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 14.5.75)

Australia September 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.75)

Australia 9-25 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: Mr. T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.6.75)

Australia November 1975
Lighting Industry Federation Ltd.
(Contact: D. Pinder, Tel. 01-636 0766)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.7.75)

Europe

Romania 18-25 February 1975
London Chamber of Commerce and Industry
(Contact: Mr. N. Holden, Tel. 01-248 4444)
(FPB contact: Miss L. Hayley, Ext. 7213)
(Cut off date: passed)

Poland, Czechoslovakia, Hungary 5-18 March 1975
British Paper Machinery Makers Association
(Contact: Miss H. Richards, Tel. 061-437 9044)
(FPB contact: Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

Finland, Denmark, Sweden, Norway 6-19 April 1975
British Stationery and Office Products association
(Contact: L. Pagliero, Tel. 01-580 9256)
(FPB contact: Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

Hungary and Romania April 1975
National Wool Textile Export Corporation
(Contact: D. A. Readman, Tel. Bradford 0274 24235)
(FPB contact: Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

Finland, Norway, Sweden, Denmark November 1975
Hydraulic Association of Great Britain
(Contact: R. J. R. Trefusis, Tel. 01-222 6563)
(FPB contact: Miss J. M. Neeson, Ext. 7207)
(Cut off date: 5.5.75)

1976

Africa

South Africa 7-28 February 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.75)

South Africa 21 February-14 March 1976
Luton and Dunstable District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 21.10.75)

South Africa 2-28 March 1976
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 2.12.75)

South Africa 4-25 April 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181/2)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.1.76)

South Africa 1-15 May 1976
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.2.76)

South Africa 22 May-12 June 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.2.76)

South Africa 12-30 June 1976
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 12.3.76)

South Africa 26 June-17 July 1976
Coventry Chamber of Commerce
(Contact: R. Willington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 26.3.76)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.7.76)

Americas, including the Caribbean

Brazil 12-28 March 1976
British Electrical and Allied Manufacturers Association
(Contact: W. A. Needham-Ellis, Tel. 01-437 0678)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.11.75)

Argentine, Brazil 9-22 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.2.76)

Mexico June 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.2.76)

Asia

Dubai, Abu Dhabi, Qater, Bahrain, Kuwait November 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: P. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Australasia

New Zealand, Australia Spring 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, ext. 7093)
(Cut off date: 5.11.75)

Inward missions

1975

Overseas Visitors bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, Ext. 463.

Italy January 1975
BOTB/OVB
Medical Equipment
(Contact: G. P. Foden, Tel. 01-248 5757, Ext. 7033)

West Germany January 1975
Sponsor to be decided
Garden Equipment
(Contact: H. W. Bartlett, Tel. 01-248 5757, Ext. 441)

Mexico January 1975
Industrial Council for Educational and Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

Belgium, France, West Germany, Italy, Netherlands, Norway, Sweden, East Germany, Switzerland, USA January 1975
British Electrical and Allied Manufacturers Association
(Contact: E. Chisman, Tel. 01-437 0678)

Sweden, Norway, Denmark, South Africa, Malawi January 1975
British Hardware Federation
(Contact: R. Petitjean, Tel. 021-454 4385)

Switzerland January 1975
British Food Export Council
(Contact: P. C. Platten, Tel: 01-480 6594/5)

Belgium, Denmark, France, Italy, Germany, Netherlands, Norway, Sweden, Spain, USA, Japan January 1975
Radio and Electronic Components Manufacturers Federation
(Contact: A. C. Bentley, Tel: 01-437 4127)

Poland January/February 1975
BOTB/OVB
Audio Visual Aids
(Contact: T. Williams, Tel. 01-248 5757, Ext 7196)

Canada, Finland, France, Netherlands, Switzerland, West Germany, Japan February 1975
Clothing Manufacturers Federation
(Contact: M. K. Reid, Tel. 01-930 9941)

Spain February 1975
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

North Korea February 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Spain March 1975
National Wool Textile Export Corporation
(Contact: G. Hicks, Tel. 0274 25631)

Balgium, Denmark, France, West Germany, Italy, Netherlands, Sweden, Switzerland, USA, South America March 1975
Process Plant Association
(Contact: J. L. Good, Tel. 01-581 2621)

Belgium March 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

USA March 1975
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Norway, Finland April 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Norway April 1975
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

India April 1975
Association of British mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Brazil April/May 1975
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

Morocco April/May 1975
BOTB/OVB
Phosphate Mining
(Contact: G. P. Foden, Tel. 01-248 5757, Ext. 7033)

USA May 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Canada June 1975
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

Netherlands June 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Germany June 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

France September 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

France, West Germany, Italy, Netherlands, Switzerland, Sweden September/October 1975
Electronic Engineering Association
(Contact: R. Williams, Tel. 01-437 0678)

Italy October 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Canada October 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

West Germany Dates to be agreed 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

West Germany Dates to be agreed 1975
Industrial Council for Educational and Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

Tanzania Dates to be agreed 1975
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

Nigeria Dates to be agreed 1975
Industrial Council for Educational and Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

Sweden, Norway, Finland, Denmark, Netherlands, USA Dates to be agreed 1975
Sponsor to be decided
Offshore Oil Supplies
(Contact: G. P. Foden, Tel. 01-248 5757, Ext. 7033)

THE MIDDLE EAST	FINANCIERS BUYING TECHNOLOGY
When and where	**MID MAY – 1975** **Meeting of Middle East financiers and European manufacturers.** **THE PHOENICIA HOTEL – BEIRUT, LEBANON**
Who— with what	Only manufacturers with new technology or new products for licensing, sale or joint venture: Petrochemicals . Plastics . Prefabricated materials . Construction Agricultural . Pharmaceutical . Electronics . Etc.
Patents International Affiliates (Europe) Ltd. *110 St. Martin's Lane* *London WC2N 4BH* *Tel. 01-836 8211* *Telex. 27651*	TO PARTICIPATE: Please send this coupon for details Name ..... Company ..... Address ..... Telephone .....

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	**7110**	**Middle East, North Africa, Afghanistan**	**604**
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg, Netherlands (except Utrecht)	**225**	**China, East Germany, Poland, Yugoslavia**	**689**
Other towns in Western Germany, Austria, Netherlands (Utrecht only)	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Denmark, Finland, Iceland, Norway, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, Australia, New Zealand**	**7099**
Italy, Portugal	**7202**	**Canada, Caribbean, United States**	**7176**
		United Kingdom	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1975

LYON:
International Trade Fair—15-24 March 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

UTRECHT:
International Spring Fair—March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—March 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

METZ:
International Spring Fair (Expometz)—5-13 April 1975
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

MARSEILLES:
International Spring Fair—11-21 April 1975
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

LILLE:
International Trade Fair—11-21 April 1975
Apply: Weiget Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

MILAN:
International Samples Fair—14-25 April 1975
* Apply: Segreteria Generale, Fiera di Milano, Largo, Domodossola 1 20145 Milano, Italy. Telex 37360 Fieramil.

ZAGREB:
International Consumer Goods Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

METZ:
International Industrial Goods Exhibition (Equipex)—23-25 April 1975
* Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

PARIS:
International Trade Fair (Foire de Paris)—26 April-11 May 1975
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

GRAZ:
Spring Fair—3-11 May 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LUXEMBOURG:
International Trade Fair—17-25 May 1975
Apply: Luxembourg International Trade Fair, Limpertsberg, Luxembourg (Tel. 244.41. Telex. 259).

BORDEAUX:
International Trade Fair—24 May-2 June 1975
Apply: M. Moliner, Directeur, Grand Parc 33030, Bordeaux, Cedex (Tel. 50 93 15).

PALERMO (SICILY):
Mediterranean Fair—24 May-8 June 1975
Apply: E.A. Fiera del Mediterraneo Campionari Internazionale, Piazza Generale Cascino, 90142 Palermo, Sicily.

BOLOGNA:
International Trade Fair—28 May-8 June 1975
Apply: Ente Fiere Bologna, Piazza Constituzione 6, 40128 Bologna.

DUBLIN:
Spring Show and Industries Fair—May 1975
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Samples Fair—May 1975
* Apply: Feria Muestrario, Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

PADUA:
International Samples Fair—May-June 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

BILBAO:
International Samples Fair—23-29 June 1975
* Apply: Feria Internacional de Bilbao Plaza de Pedro M. de Basterredrea, 2 Apartado 468, Bilbao 13.

MALTA:
International Trade Fair—July 1975
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

IZMIR:
International Trade Fair—20 August-20 September 1975
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

SALONIKA:
International Trade Fair—31 August-21 September 1975
* Apply: Foire Internationale de Thessaloniki Salonika, Greece (Tel. 71 823).

MALMÖ:
Scania Trade Fair—August 1975
Apply: Stiftelsen Skanemassen, Stadiomgaten 25, Box 19015 S-200 73, Malmö 19, Sweden (Tel. 040/800 30).

STRASBOURG:
International Trade Fair—4-15 September 1975
Apply: M. le President, 9 Rue Brulee, Strasbourg.

ZAGREB:
International Autumn Fair—5-14 September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—6-14 September 1975
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

BARI:
International Samples Fair—12-22 September 1975
Apply: Fiera Del Levante, 70123 Bari, Italia.

GOTHENBURG:
Consumer Goods Fair (Dagens Hushall)—13-21 September 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

GHENT:
International Fair—13-28 September 1975
Apply: Ghent International Fair, Floraliapaleis, B-9000 Ghent (Tel. 09/22.40.22).

MARSEILLES:
International Autumn Fair—19-29 September 1975
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

GRAZ:
Autumn Fair—27 September-5 October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair—27 September-6 October 1975
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

VIENNA:
International Trade Fair (Autumn)—September 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

UTRECHT:
International Autumn Trade Fair—September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
New Year's Fair—16-29 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01 583 0581).

UTRECHT:
International Spring Trade Fair—March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

ZAGREB:
International Consumer Goods Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

SAARBRUCKEN:
International Saar Fair—April 1976
* Apply Internationale Saarmesse, 66 Saarbrücken Messegelände.

METZ:
International Spring Fair 'Expometz'—April 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

DUBLIN:
Spring Show and Industries Fair—May 1976
* Apply: R. D. S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Samples Fair—May 1976
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1976
Apply: Foire Internationale de Bordeaux, Parc des Expositions, 33 Bordeaux (Tel. 44 83 15).

LILLE:
International Trade Fair—May 1976
Apply: Weiget Leygonie and Co. Ltd., 31/32 Kings Street, London, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—1976
Apply: French Chamber of Commerce, 196 Sloane Street, London, W.1 (Tel. 01-235 2212).

MALTA:
International Trade Fair—July 1976
* Apply The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

BILBAO:
International Samples Fair—July 1976
Apply: Feria de Muestras, Apartado 468, Bilbao, Spain.

IZMIR:
International Trade Fair—August/September 1976
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

METZ:
International Autumn Fair—September 1976
Apply: The Sam Black organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SALONIKA:
International Trade Fair—September 1976
* Apply Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le president, 9 rue Brulee, Strasbourg.

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Autumn Trade Fair—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair—(Autumn) 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-19 December 1976
* Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Agriculture, forestry, fishing, and agricultural machinery

1975

BERLIN:
International Green Week—24 January-2 February 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

LAUSANNE:
Agricultural Machinery Exhibition—13-18 February 1975
Apply: Schwiezerischer Landmaschinen-Verband, Bundesplatz 4, 3011 Berne.

PARIS:
Leisure Power Cultivation Show—2-9 March 1975
Apply: M. Grimaud, 95 rue St.-Lazare, Paris (9e) (Tel. 874 97 24).

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NUREMBERG:
International Trade Fair for Hunting and Sporting Arms, Requirements for Hunting and Fishing—25-28 April 1975
Apply: Flair Promotions International, Apartment 1, 8 Grand Avenue, Hove, Sussex (Tel. 0273 775537).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1975
* Apply: Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

DORTMUND:
International Poultry and Pig Exhibition—May 1975
Apply: Ausstellungsleitung Westfallenhalle GmbH, 6400 Dortmund, Rheinlanddamm 200, Postfach 1130.

BUCHAREST:
International Agricultural Exhibition—May 1975
Apply: Publicom Romanian International Publicity Agency, Boulevard N. Balescu, Bucharest, Romania.

SANTAREM:
Ribatejo Agricultural Fair—June 1975
* Apply: Secretario Feria Macional de Agriculture, Feria do Ribatejo.

HANOVER:
International Exhibition for Poultry and Pig Production—26-29 June 1975
* Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

CREMONA:
Agricultural Fair—September 1975
* Apply Ente Autonomo Manifestazioni Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

MOSCOW:
Livestock Farming Exhibition—September/October 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1975
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

HANOVER:
International Timber Trades Fair—9-15 October 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London EC2A 1BN (Tel. 01-628 7050).

GHENT:
International Exhibition for Horticultural Technology—November 1975
Apply: International Exhibition for Horticultural Technology, Lange Krüisstraat 7, B-9000, Ghent (Tel. 09/25.13.88).

1976

BERLIN:
International Green Week—January/February 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1976
* Apply Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

MUNICH:
International Agricultural Exhibition (DL.G)—21-27 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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ST. GALLEN:
Agricultural and Dairy Show (OLMA—October 1976
• Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN:
International Green Week—January 1977
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

STUTTGART:
87th Agricultural Show—September/October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Aircraft and aeronautical equipment

1975

GOTHENBURG:
Aviation Fair—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000 Telex 20600 Maessan 5).

TOULOUSE:
Aeronautical and Space Exhibition—June 1975
Apply: M. Mar-Degan, Commissaire General, 11 Bd. des Recollets, 31070 Toulouse (Tel. 52 78 40).

1976

GENEVA:
International Airport Construction and Equipment Exhibition—June 1976
Apply: International Airport Exhibitions, 66-72 Victoria Street, St. Albans Herts. (Tel. 56 63213).

Books and periodicals

1975

NICE:
International Book Festival—3-8 May 1975
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

FRANKFURT:
Book Fair—16-21 September 1976
Apply: Ausstellungs und Messe GmbH, des Börsenvereins, des Deutschen, Buchhandels, D6 Frankfurt am Main 1.

1977

FRANKFURT:
Book Fair—13-18 October 1977
Apply: Ausstellungs und Messe GmbH, des Börsenvereins, des Deutschen, Buchhandels, D6 Frankfurt am Main 1.

Building, public works and construction equipment

1975

MUNICH:
International Construction Machinery Fair (Bauma 75)—27 February-5 March 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STOCKHOLM:
Building and Rebuilding Exhibition—April 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

OPORTO:
3rd International Building Materials Exhibition—11-20 April 1975
Apply: Associacao Industrial Portuense, Rua Mouzinho da Silveira, 228 Oporte, Portugal.

INNSBRUCK:
International Building Trade Fair (I-BAU)—7-11 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

COLOGNE:
Meeting of the Central association for the German Roofers Trade with a Special 'Roof and Wall' Display—8-11 May 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

FRANKFURT:
Prefabricated and System Construction (Fertigbau '75) Exhibition—24 May-1 June 1975
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Municipal Equipment Exhibition—8-12 June 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60 Telex 23.643).

ZILINA:
4th International Symposium and Exhibition of Mini-Mechanisation in Construction (Sympomech 1975)—28 June-4 July 1975
Apply: Made in Publicity, 92 Fleet Street, London, E.C.4.

STUTTGART:
Window Construction 75 (Fensterbau)—4-6 July 1975
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

LUXEMBOURG:
Inter Road Construction and Maintenance Equipment Exhibition—30 September-11 October 1975.
Apply: Mack Brooks Exhibitions Ltd., 62/72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

1976

GOTHENBURG:
Building Fair (BYGG)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, (Tel. 031 2000 000 Telex 20600 Maessan S).

ZAGREB:
8th International Building fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

PARIS:
International Building and Public Works Materials and Equipment Exhibition (EXPOMAT)—May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Chemicals and allied industries, including plastics

1975

BARCELONA:
International Chemical Industries Fair (Expoquimia '75)—8-16 March 1975
Apply: Avenida Maria Cristina, Parque Montjuich, Barcelona.

ZAGREB:
7th International Plastics Fair (Plastex)—21-27 April 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini '75)—9-18 July 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

GOTHENBURG:
Kemimassa Chemical Exhibition—25-29 November 1975.
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan S).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels (Tel. 02/78.48.60 Telex 23.643).

Clothing

1975

TURIN:
International Fashion Trade Fair (Samia)—1-4 February 1975
• Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks. (Tel. 0274 56851).

TURIN:
International Women's Fashion Trade Fair (Samia)—9-11 March 1975
Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks. (Tel. 0274 56851).

MILAN:
Fur Fair (Comis Pel)—20-24 March 1975
• Apply: Comis Piazzale Cadorna, 15-20123 Milan.

COLOGNE:
International Fair for the Child—March 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Fashion Week (Including Interchic)—13-16 April 1975
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE.

DUBLIN:
Womens Wear Ireland—13-16 April 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2 (Tel. 763247/8).

DUSSELDORF:
International Fashion Show (Igedo)—20-24 April 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies Fashion Show—April 1975
• Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

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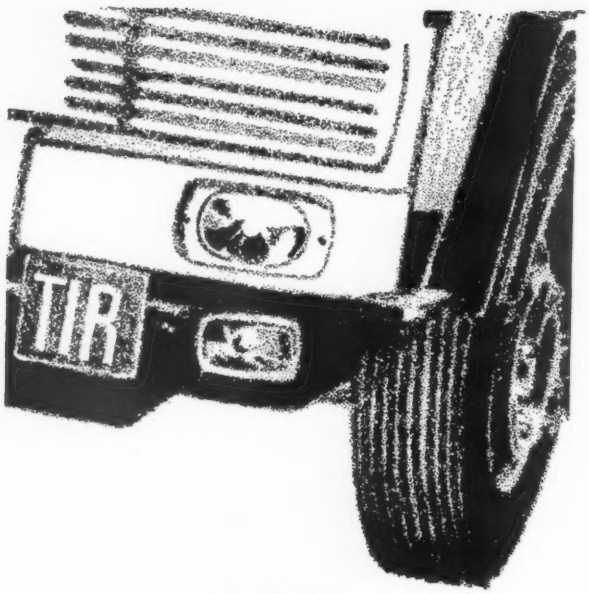

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WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

GOTHENBURG:
Mode International Fashion Week—23-26 August 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan S).

COPENHAGEN:
9th Scandinavian Menswear Fair—24-26 August 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S Hvidkildevej 64, 2400 Copenhagen, N.V (Tel. (01) 340111).

AMSTERDAM:
Mens Fashion Trade Fair—31 August-2 September 1975
Apply: VER de Ned. Herenmodebeurs, VAN Gegnenstrat, 101 Amsterdam.

DUSSELDORF:
International Fashion Show (Igedo)—7-10 September 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PARIS:
Children's Fashion Show (Salon de la Enfantine)—27-30 September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

TURIN:
International Fashion Trade Fair (Samia)—September 1975
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

BRUSSELS:
International Baby-Show—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60 Telex 23.643).

BRUSSELS:
International Clothing Exhibition (Vestirama)—September 1975
* Apply: TEXTIRAMA, Martelaarslaan 15, B9000 Ghent.

CANNES:
International Festival of Ready to Wear Clothing—9-13 October 1975
Apply: Societe CHARM SA, Les Residences du Grand Hotel, 45 La Croisette, 06 Cannes (Tel. 38 78 24).

BERLIN:
Fashion Week (Including Interchic)—12-15 October 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

DUSSELDORF:
International Fashion Show (Igedo)—26-30 October 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies Fashion Show—October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millnery Trade Fair (Interhut)—November 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1976

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Fur Exhibition—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

GOTHENBURG:
Mode International Fashion Week—March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan S).

BERLIN:
Fashion Week (Including Interchic)—4-7 April 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VIENNA:
Ladies' Fashion Show—April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS:
Children's Fashion Show (Salon del a Mode Enfantine)—27-30 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
Fashion Week (including Interchic)—10-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

VIENNA:
Ladies' Fashion Show—October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1976
* Apply: International Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1977

VIENNA:
Ladies' Fashion Show—April 1977
* Apply: Office of the Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1975

ERNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (01-935 8200/8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Retail Trades Equipment Show (Equip' Mag) 17-24 November 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Engineering, electrical and electronic, including radio and television

1975

PARIS:
International Festival of Sound—10-16 February 1975
Apply: S.D.S.A., 14 Rue de Presles, 75015 Paris (Tel. 273 2470).

ANTWERP:
International Exhibition of High Fidelity (Audiant '75)—February 1975
* Apply: P. Van Deuren, Heidelaan 3, B-2458 Lint, Belgium

WIESBADEN:
Semi-Conductor International Annual Exhibition and Conference on Production Technology—4-6 March 1975
Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey (Tel. 01-399 4995).

PARIS:
International Audio Visual Exhibition—2-8 April 1975
Apply: M. Boissinot, Societe pour la Diffusion des Sciences et des Atrrs (S.D.S.A.), 14 rue de Presles, 75015 Paris.

BILBAO:
International Trade Fair—23-29 June 1975
Apply: Plaza Pedro Maria Basterrechea 2, Apartado 468, Bilbao.

BERLIN:
International Radio and Television Exhibition—29 August-7 September 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

HAMBURG:
Microwave Conference and Exhibition—1-4 September 1975
Apply: Planten un Blomen, Hamburg GmbH & Co., Jungiusstrasse 2, Hamburg 36.

MILAN:
International Fair of Music and High Fidelity—4-8 September 1975
Apply: Segreteria Generale, Via Vitruvio 38, 20124 Milan.

COPENHAGEN:
Radio and Television 1975 (50th Anniversary Exhibition)—5-14 September 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 Bcstc DK).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—19-24 September 1975
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

GENEVA:
International Telecommunications and Space Exhibition—2-8 October 1975
Apply: Secretariat, 18 Quai De L'Ecole de Medecine, 1211 Geneva 4 (Tel. (022) 26 42 20).

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—22-25 October 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BRNO:
International Film and Television Fair (Filmforum)—26 October-3 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 935 8200 and 8235).

BRUSSELS:
International Electricity Fair (Interelectronic)—November 1975
Apply: FAIR, Avenue Moliere 74, 1180 Brussels.

ZURICH:
Semi-Conductor Equipment and Material Convention (Semicon-Europa)—3-5 November 1975
Apply: Golden Gate Enterprises Incorporated, Marina Playa Office Park, 1333 Lawrence Expressway, Santa Clara, California 95051.

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon)—11-13 November 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

1976

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Scandinavian Lighting Fair (Luxpo 76)—17-21 January 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01-34 01 11 Telex 19524 BCSTC DK).

GOTHENBURG:
Scandinavian Lighting Fair (Skandinavisk Beslysningsmassa)—21-25 January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan S).

UTRECHT:
Elektrotechniek Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control Equipment—September/October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
International Dairy Engineering Exhibition—12-16 October 1976
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—October 1976
Apply: Mack Brooks Exhibitions Ltd., 62/72 Victoria Street, St. Albans, Herts (Tel. 56 63213).

Engineering, other

1975

MILAN:
14th Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—1-7 March 1975
Apply: Management of Exhibition and Meeting, Via F. 11i Bressan 2, 20126 Milano, Italy (Tel. 2579841).

GOTHENBURG:
International Svenska Massan (Swedish Trade Fair-Industrial Goods Exhibition)—15-20 April 1975
Apply: Svenska Massan Stiftelse S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan S).

PARIS:
International Surface Treatment and Industrial Finishing Exhibition—12-17 May 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

GENOA:
4th International Exhibition on Welding and Welded Constructions—31 May-8 June 1975
Apply: Segreteria Generale, Fiera Internazionale di, 16129 Genova, Italy.

BRNO:
International Welding Engineering Exhibition—10-15 June 1975
† Apply: Fairs and Exhibitions Limited, 21 Park Square East, Regent's Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
Marine Transportation and Storage Exhibition and Conference (Gastech)—7-10 October 1975
Apply: Europort Exhibitions Ltd., 6/7 New Bridge Street, London EC4V 6AQ (Tel. 01-353 0054).

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—October 1975
* Apply: Fiera Internazionale di Padova, Via N Tommaseo 59 35100 Padua.

1976

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1976
Apply: Pierre Maret, Secretaire General du Comide des Expositions de Paris, 7 Rue Copernic, 75016 Paris (Tel. 553 86 30).

ZAGREB:
7th International Welding Fair—18-22 May 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
3rd International Exhibition of Machine-Tools and Tools (BIAM)—14-19 June 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Exhibition of Materials, Handling, Material Flow Systems in Warehousing, Production and Transport—August 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 3401 11 Telex 19524 BCSTC DK).

COPENHAGEN:
International Fair for Tools and Machine Tools (Intertool)—November 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK).

Foodstuffs, food machinery, hotel and catering equipment

1975

UTRECHT:
Zoetwaren Beurs (Confectionery Fair)—1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
European Bakery Exhibition (Euroba '75)—February 1975
Apply: Brussels International Fair, Palais du centenaire, Brussels 2.

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits—5-9 April 1975
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
15th International Food Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERNE:
21st European Meat Research Congress—31 August-5 September 1975
Apply: Aussteller Genossenschaft BEA Post Fach 1009, CH 3001 Berne.

STUTTGART:
International Viticulture Exhibition (Intervitis)—4-10 September 1975
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

DUBLIN:
International Food, Drink and Equipment Show—September 1975
Apply: John Palmer (Exhibitions) Ltd., 1 Seafield Close, Blackrock, Co. Dublin, Ireland.

PARIS:
International Hotel and Catering Equipment Exhibition (Equip-Hotel)—12-20 October 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

GOTHENBURG:
Interfood'75 (International Fair for Food Technology and Processing)—21-25 October 1975
Apply: Swedish Trade Fair Foundation, S-41251 Gothenburg, Sweden (Tel. 031 200 000 Telex 20600 Maessan).

BRNO:
International Catering Exhibition 'Inteco'—26 October-2 November 1975
Apply: Fairs and Exhibitions Limited, 21 Park Square East, Regent's Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

BRUSSELS:
Food and Home Exhibition—October 1975
* Apply: SIMPA Boulevard du Jardine Botanique 29-31 B1000 Brussels.

BARCELONA:
International Hotel Equipment Exhibition (Hogarhotel 15)—12-23 November 1975
Apply: Avenida de Maria Cristina, Parque de Montjuich, Barcelona.

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
(Igafa) International Exhibition of Hotel and Catering Trades—21-26 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1976
* Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000 Brussels.

UTRECHT:
International Food Fair (ROKA)—February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART: International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra)—1-8 April 1976
Apply: GES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
16th International Food Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip 'Hotel)—October 1976
(Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 Tel. 01-235 3234/5).

Footwear

1975

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Shoe Fair—8-11 March 1975
Apply: Foreningen AF Danske Skotojsqrossister, Esplanaden 8, DK-1263 Copenhagen K, Denmark (Tel. 10 15 93 00).

STOCKHOLM:
Swedish Shoe Fair—March 1975
Apply: G. P. Clarinsbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

PARIS:
French Footwear Exhibition (Expo-Printemps)—5-7 April 1975
Apply: F.N.I.C.F., 2 Rue Edouard -V11, 75009 Paris (Tel. 073 21 10).

BASLE:
International Shoe Materials and Machinery Exhibition—10-14 June 1975
Apply: Mack Brooks Exhibition Ltd., 62/64 Victoria Street, St. Albans, Herts AI1 3XT (Tel. St. Albans 63213).

MILAN:
International Shoe and Leather Show (Micam)—August-September 1975
* Apply: Via Correggio 3, 20149 Milan (Tel. 469 7144).

STOCKHOLM:
Swedish Shoe Fair—September 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01 789 0901).

1976

ZAGREB:
25th international Leather and Footwear Week—24-28 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Furniture, furnishings, household equipment and hardware

1975

COLOGNE:
German Furniture Fair—22-26 January 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London WIX 4EN (Tel. 01-409 0956).

PARIS:
International Art of Homemaking Exhibition (Arts Menagers)—22 Feb-9 March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STOCKHOLM:
Furniture and Domestic Textiles Fair—February 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

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BRUSSELS:
Homelectric (Electro-Domestic Equipment Exhibition)—17-20 March 1975
Apply: R. Wilson Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

AMSTERDAM:
International Household Fair—4-13 April 1975
Apply: RAI Gebouw, Europaplien, Amsterdam.

COPENHAGEN:
Ironmongery and Hardware Fair (Scan Fair '75)—6-8 April 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

ZAGREB:
3rd International Furniture and Timber Industry 21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01- 486 1951).

BRUSSELS:
International Household Comfort Fair—April-May 1975
* Apply: Foire Internacionale de Bruxelles, Palais Du Centenaire, B1020 Brussels.

COPENHAGEN:
Home Textiles Fair (Texpo '75)—September 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BRUSSELS:
International Hardware Trade Fair—6-9 October 1975
Apply: R. Wilson Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

DUBLIN:
Irish Hardware and Housewares Trade Fair—7-9 October 1975
Apply: John Palmer, Exhibitions Ltd., 1 Seafield Close, Blackrock, Co. Dublin (Tel. Dublin 691278).

COPENHAGEN:
International Exhibition of Equipment and Machinery for the Furniture Industry (In-Tek '75)—November 1975
Apply: Erhvervenes Udstillingsseslskab Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

1976

COPENHAGEN:
Scandinavian Hardware Fair (Scan Fair 76)—March 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK.

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—May 1976
Apply: Commissariat General, Comite des Expositions, 7 Rue Copernic, 75782 Paris, Cedex 16 (Tel. 553 86 30).

COPENHAGEN:
Scandinavian Furniture Fair—12-16 May 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK.)

UTRECHT:
Inter Decor, Soft Furnishings Exhibition—September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

Handicrafts

1975

MILAN:
International Household Goods and Hardware Exhibition (Macef)—8-12 February 1975
Apply: MACEF, General Secretariat, Via Solferino 25, Milan.

ZAGREB:
17th International Crafts Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951).

FLORENCE:
International Handicraft Fair—April-May 1975
* Apply: Mostra Mercalo Nazionale del Artigianto, Piazza Della Liberta 1, Florence.

MALMÖ:
Handicraft Exhibition—17 May-15 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HERNING (DENMARK):
Handicrafts and Industrial Fair—2-9 September 1975
Apply: A/S Herning Hallen, 7400 Herning (Tel. (07) 126000).

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935-8200 and 8235).

PARIS:
Do-it-Yourself Exhibition (Bricolage)—30 October-11 November 1975
Apply: M. Devos, 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

1976

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—Spring 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
17th International Crafts fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—Spring 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Heating and ventilating

1975

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno)—March 1975
* Apply: Mostra Convegno, Via Fratelli Pressan 2, 20126 Milan.

DUBLIN:
Heating and Ventilating/Air Conditioning/Fuel Conservation/Environmental Engineering/Pollution Control Exhibition (ThVex)—8-11 April 1975
Apply: Irish Trade and Technical Exhibitions Ltd., 11 Ely Place, Dublin 2.

ZAGREB:
3rd International Exhibition of Heating, Cooling and Air-conditioning (Interlima)—19-24 May 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZURICH:
International Heating, Air Conditioning and Sanitation Exhibition—January-February 1976
Apply: Zuspa International Trade Fair, Thurgauerstr. 7, 8050 Zurich (Tel. (051) 46 50 55).

Horticulture and horticultural equipment

1975

BRUSSELS:
International Garden Show—February 1975
* Apply: Sogestor SPRL, Rue Duguesnoy 14, B1000 Brussels.

STUTTGART:
Amateur Gardeners Exhibition (Dein Garten)—19-23 March 1975
† Apply: CES (Overseas) Ltd., Bridge House 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRANKFURT:
World Orchid Congress—10-17 April 1975
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

MANNHEIM:
Federal Garden Show—18 April-19 October 1975
Apply: Bundesgartenschau Mannheim GmbH, 1 Gottlieb Daimler Strasse 14.

1976

GOTHENBURG:
Gardening Tools and Plants Exhibition (Tradgard Och Fritid)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

GENOA:
3rd International Flower and Ornamental Plants Exhibition (Euroflora)—24 April-2 May 1976
Apply: Ente Autonomo Fiera Internasionale Di Genova, Casella Postale 1834, Genova, Italy.

Hospital, medical, surgical and dental equipment

1975

OYONNAX:
Optical Equipment Exhibition (Silmo)—15-19 May 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
Medical Technology Exhibition (Medizin-Technik 75)—21-24 May 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

WIESBADEN:
International Optical Fair (Optica 75)—May 1975
Apply: Heckmann Ausstellungen K.G., 62 Wiesbaden, Kapellenstrasse 47 (Tel. (06121) 52 40 71-73).

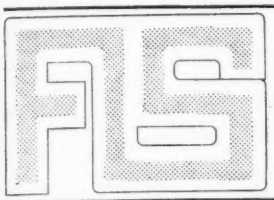
ZAGREB:
2nd International Fair of Laboratory Equipment (Interlabor)—16-22 June 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Biophysics Congress and Exhibition—4-9 August 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400, Copenhagen (Tel. 01-34 01 11. Telex 19524 BCSTC DK).

1976

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—April 1976
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

BRUSSELS:
International Optical Fair (Incof)—May 1976
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).



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PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

Jewellery and giftware

1975

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (Chi-Bi-Car)—February 1975
* Apply: EA Fiera Milano, Campionania Internazionale, 20145 Milano, Largo Domodossola 1.

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—26-29 March 1975
* Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen, 12 Messegelande, P.O.B. 12 10 09 (Tel. (089) 76 71-1).

COPENHAGEN:
Scandinavian Gold and Silver Fair '75—19-22 April 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

GOTHENBURG:
Giftware Show (Pack Upp)—August 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1975
Apply: M. Blin-Mme Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—7-15 September 1975
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

1976

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1976
Apply: M. Blin-Mme Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

GOTHENBURG:
Giftware Show (Pack Upp)—January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1976
* Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen, 12 Messegelande, P.O.B. 12 10 09 (Tel. (089) 76 71-1).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1976
Apply: M. Blin-Mme Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

1977

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1977
* Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen, 12 Messegelande, P.O.B. 12 10 09 (Tel. (089) 76 71-1).

Leather, leather goods and fur

1975

ZAGREB:
24th International Leather and Footwear Week—24 February-1 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

THESSALONIKA:
3rd International Fur Trade Fair—20-23 March 1975
Apply: Thessalonika International Fair, Thessaloniki, Greece.

PIRMASENS:
Leather Week—13-15 May 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August/September 1975
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—4-6 November 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

1976

FRANKFURT:
International Fur Fair—1976
* Apply: Frankfurter Rauchwaren-Messe GmbH, 6, Frankfurt-am-Main 7, Bettinaplatz 1.

BRUSSELS:
International Leather Goods Exhibition—January 1976
* Apply: Cenem, Rue du Progress 34, B1000 Brussels.

PARIS:
Leathergoods and Luggage Exhibition—January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris.

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PIRMASENS:
Leather Week—May 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August/September 1976
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

1977

FRANKFURT:
International Fur Fair—1977
* Apply: Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main 7, Bettinaplatz 1.

Motor vehicles, motor cycles and cycles

1975

BRUSSELS:
International Motor Show—January 1975
* Apply: Salon de l'Automobile, 22 Rue du Luxembourg, 10-1040 Brussels.

AMSTERDAM:
International Trade Fair for Garage Equipment and Parts and Accessories of Motor Cars (Autovak 1975)—January 1975
Apply: RAI Gebouw, Europaplien, Amsterdam.

AMSTERDAM:
International Motor Show—13-23 February 1975
* Apply: RAI Gebouw N.V., Europaplien, Amsterdam.

ZURICH:
International Cycle and Motorcycle Exhibition—26 February-3 March 1975
Apply: ZUSPA, Internationale Fachmessen und special ausstellungen, Thurgauerstrasse 7, 8050 Zurich.

ESSEN:
Railroad and Highway Exhibition—15-23 March 1975
Apply: Ausstellungs and Messegellschaft mbH, Essen (AMGE), 43 Essen 1, Norbertstrasse 56, Germany.

BUDAPEST:
Autoservice 1975—20-26 March 1975
Apply: Hungarian Trade Office for Fairs and Publicity, Budapest, Varosliget XIV.

AMSTERDAM:
RAI Motorweekend Motorcycle Show—March/April 1975
Apply: RAI, Europaplien, Amsterdam.

BARCELONA:
International Motor Show—12-22 April 1975
Apply: Avenida de Maria Cristina, Parque de Montjuich, Barcelona.

TURIN:
Trade Fair of Spare Parts, Accessories, Machinery and Ancillary Equipment for the Automotive Industry—14-18 May 1975
* Apply: Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

GENEVA:
International Exhibition of Suppliers for the Vehicle Industry (SITEV)—27-31 May 1975
Apply: Secretarial General, 18 Quai de l'ecole de Medince, 1211 Geneva 4.

MUNICH:
Winter Services Equipment Fair—4-7 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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TURIN:
International Commercial Vehicle Exhibition (Accessories)—1-9 November 1975
Apply: Salone Internazionale Dell'Automobile, Corso Galileo Ferraris 61, 10128 Turin.

1976

GENEVA:
International Commercial Vehicle Show—January/February 1976
Apply: Secretariat Permanent, Case Postale 1211, 1200 Geneva.

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Office machinery and equipment

1975

VIENNA:
International Office Organisation Exhibition (Ifabo)—4-2 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MILAN:
International Office Machinery and Equipment Exhibition (SMAU)—September 1975
* Apply: Associazione Nazionale Commercianti in Macchine & Forniture per Ufficio, Piazza, Belgioloso 1, Milan.

STUTTGART:
Das Moderne Buro—September/October 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Victoria Street, London, E.C.4 (Tel. 01-236 0911).

COPENHAGEN:
International Office Equipment Exhibition (Kontor Og Data 75)—25 September-2 October 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11, Telex 19524 BCSTC DK).

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—October 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Office Equipment Exhibition (Buro-Data)—15-18 October 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MADRID:
International Office Equipment Fair (SIMO 15)—7-16 November 1975
Apply: Comite Organizador, Plaza Conde del Valle Suchil 8, Pabellon de Cristal, Feria del Campo, Madrid.

1976

DUBLIN:
Commercial Productivity Exhibition (Compex)—March 1976
Apply: ETA Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1976
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—September/October 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
8th International Exhibition of Data Processing Systems and Office Equipment (Interbiro '76)—18-23 October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organisational Methods (BURO)—26-28 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
Office Supplies Exhibition—October 1976
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

1977

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Ccrescent, London SW1X 7EE (Tel. 01-235 9947).

Packaging machinery and materials, including containers

1975

GOTHENBURG:
Scanpack Packaging Fair—19-24 October 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

COPENHAGEN:
International Packaging Exhibition (Pak-Tech '75)—24-29 October 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11, Telex 19524 BCSTC DK).

1976

ZAGREB:
7th International Packaging Fair (Modernpak)—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Packaging Exhibition (Macropak)—10-15 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, Tel. W.1 (01-486 1951)

DUBLIN:
Irish Packaging Exhibition—Autumn 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

Printing, stationery and printing machinery

1975

DUSSELDORF:
Imprinta—20-26 February 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
3rd International Fair of Printing and Paper Industry (Intergrafika)—17-22 March 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
Exhibition International Research Association for Newspaper Technology—13-15 October 1975
Apply: Secretariat, Washingtonplatz 1, Darmstadt, Brd.

1976

GOTHENBURG:
Reproduction, Printing, Paper Exhbition (Contact)—10-14 November 1976
Apply: Svenska Massan Stiktelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

Scientific instruments and nuclear equipment

1975

GRENOBLE:
European Symposium of Powder Metallurgy—13-15 May 1975
Apply: Societe Francaise de Metallurgie, 47 rue Boissiere, F-75116 Paris.

PARIS:
International Congress of the International Confederation for Plastic and Reconstructive Surgery—24-29 August 1975
Apply: R. Mouly, 40 rue Bichat, 75010 Paris.

BUCHAREST:
Exhibition of British Scientific Instrumentation—Autumn 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

AMSTERDAM:
Exhibition of Scientific, Medical and Industrial Instruments—24 September-2 October 1975
Apply: Secretariat, Coop Ver Het Instrument, Sparrenlaan 2, Soest.

Ships and boats

1975

MUNICH:
Caravan, Boat and Accessories Exhibition—1-9 February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

BERLIN:
International Boat Show and Watersport Exhibition—March 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

GOTHENBURG:
Floating Boat Show—19-22 September 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—27 September-5 October 1975
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
Boat Show—8-16 November 1975
Apply: Copenhagen Boat Show Ltd., A/S Badstuestraede 8, DK-1209 Copenhagen K (Tel. (01) 114800).

ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MUNICH:
Caravan, Boat and Accessories Exhibition—1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
International Swedish Boat Show—13-22 February 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

BERLIN:
International Boat Show and Watersport Exhibition—March 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZAGREB:
International Nautical Show (Internautika '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-485 1951).

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GOTHENBURG:
Sea Transport and Shipbuilding Exhibition (Maritime)—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000, Telex 20600 Massan S).

ATHENS:
International Shipping Exhibition—June 1976
Apply: Maritime Presentations Ltd., 71 Fleet Street, London E.C.4 (Tel. 01-353 3792).

FRIEDRICHSHAFEN:
International Boat Show (Interboat)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. (01) 34 01 11, Telex 19524 BCSTC DK).

Sports goods and camping equipment, including caravans

1975

COPENHAGEN:
Motoring and Leisure (Bil og Fritid '75)—January 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 34 01 11).

STUTTGART:
Motor-Sport Leisure Exhibition—January/February 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—1-9 February 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—20-23 February 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Camping and Caravan Equipment Exhibition—21 February-1 March 1975
Apply: Erhvervenes, Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 34 01 11).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—1-4 March 1975
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

NUREMBERG:
International Trade Fair for Hunting and Sporting Arms, Requirements for Hunting and Fishing—25-28 April 1975
Apply: Flair Promotions International, Apartment 1, 8 Grand Avenue, Hove, Sussex (Tel. 0273 77553).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MINSK:
Exhibition of Sports Articles and Equipment for their Manufacture—10-19 June 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Professional Show of Open Air Sports and Pastimes Articles (Sisel)—14-16 September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS—LE BOURGET:
Caravan Exhibition—2-12 October 1975
Apply: H. Rotivel, 35 Rue des Renaudes, 75017 Paris (Tel. 267 39 44).

BASLE:
1st International Show of Ski, Snow and Winter Sports (Snow '75)—25 October-2 November 1975
Apply: Swiss Industries Fair, Postfach, CH-4021 Basle/Switzerland (Tel. 061 32 38 50; from 23 June 1975 061 26 20 20).

DUSSELDORF:
Mobilheim 1975—25 October-2 November 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Amusexpo)—1-4 December 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951. Contact: Mr. Berger).

1976

STUTTGART:
Motor Sport Leisure Exhibition—January/February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
International Fair of Sports and Recreation Equipment (Sportex '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with the 9th German Weapon Fair—7-11 May 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris. (Tel. 267 3944).

PARIS—LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Amusexpo)—30 November-3 December 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951, Contact: Mr. Berger).

Textiles and textile machinery

1975

ZAGREB:
2nd International Textile Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Contract-Making on Textile Products (Kutex)—3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZAGREB:
3rd International Textile Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Toys and games

1975

PARIS:
International Toy Fair—3-14 February 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VALENCIA:
International Toy Fair—15-23 February 1975
Apply: XIV Feria Internacional del Juguete Benimanet, Palacio Ferial, Apartado 476, Valencia.

BRUSSELS:
Toy Fair—6-13 April 1975
Apply: Salon 'Bel Jouets', Palais du Centenaire, B-1020 Brussels.

1976

PARIS:
International Toy Exhibition—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1975

BESANCON:
International Clock and Watchmaking Industry, Micro Mechanical Techniques (Micronora)—3-11 May 1975
Apply: M. Lagrange, Parc des Expositions Planoise, 25-Besancon.

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Sontes and Silverware—26-29 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—May 1976
Apply: M. Lagranget Parc des Expositions Planoise, 25-Besancon.

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

MOSCOW:
International Exhibition of Irrigation and Drainage—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Europrotection—16-19 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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GRENOBLE:
Anti-Pollution Techniques and Equipment Exhibition—29 September-3 October 1975
Apply: Jacques Ch Deloy, Alpexpo, 38029 Grenoble, Cedex, France.

1976

GOTHENBURG:
Scancorr (Anti-corrosion Fair)—10-14 November 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg. (Tel. 031 200 000. Telex 20600 Maessan S).

Other specialised fairs

1975

DUSSELDORF:
Undertakers Trade Fair—1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BRUSSELS:
Real Estate and Second Home Exhibition—2-10 March 1975
Apply: R. Wilson, Esq., Norman F. Keenan Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

BRUSSELS:
Garden and Swimming Pool Exhibition—2-10 March 1975
Apply: R. Wilson, Esq., Norman F. Keenan Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

COLOGNE/DUSSELDORF:
West German Art Fair—March 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

NUREMBERG:
European Educational Aids and Appliances Fair (Didacta)—10-14 March 1975
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

PARIS—I.E BOURGET:
International Exhibition of Advanced Transportation Systems (Transportexpo)—15-20 April 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
18th International Exhibition of Measuring and Control Techniques and Automation (Jurema)—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
5th International Fair of Transport, Communications and Mechanical Handling—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—24-28 April 1975
Apply: Ente Fiere Bologna, Piazza Costituzione, 6, 40128 Bologna.

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
3rd International Fair of Public Utility Equipment—19-24 May 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Perfumery and Cosmetics Industry (Sicap)—26-31 May 1975
Apply: Sicap, 7 Rue Copernic, 75782 Paris—Cedex 16. (Tel. 553 86 30—704 20 71).

ROTTERDAM:
1st International Communications Exhibition—27-31 May 1975
Apply: Europort Exhibitions Ltd., 6-7 New Bridge Street, London EC4V 6AQ (Tel. 01-353 0054).

STUTTGART:
International Shutter and Blinds Fair (R.75)—5-8 June 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco)—13-18 June 1975
Apply: R. Buckle, 25 Berkeley House, 15 Hayhill, London, W.1 (Tel. 01-493 5563).

BASLE:
International Exhibition for Pharmacists (Ipharmex)—19-22 June 1975
Apply: Swiss Industries Fair, Postfach, CH 4021, Basle. (Tel. 061323850; after June 1975 061262020).

THESSALONIKA:
3rd International Marble Fair—5-9 July 1975
Apply: Thessalonika International Fair, Thessalonika, Greece.

SALONIKA:
World Veterinary Congress—6-12 July 1975
Apply: Professor E. Tsiroyannis, Aristotelian University, Box No. 112, Thessaloniki, Greece.

AMSTERDAM:
Commercial Exhibition of Crystallographic Equipment—7-14 August 1975
Apply: RAI, Europaplien, Amsterdam.

BRUSSELS:
International Energy Exhibition—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels.

AMSTERDAM:
National Trade Fair for Retail Spirit Dealers—7-8 September 1975
Apply: RAI, Europaplien, Amsterdam.

BRUSSELS:
International Baby Show—14-17 September 1975
Apply: Salon International (Baby Show), Palais du Centenaire, B-1020 Brussels.

ZAGREB:
3rd International Exhibition of Teaching Appliances and Training Equipment (Educa)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

BRUSSELS:
World Export Services Exhibition—3-7 November 1975
Apply: Mack-Brooks Exhibitions Ltd., 62-64 Victoria Street, St. Albans, Herts ALI 3XT (Tel. St. Albans 63213).

GOTHENBURG:
Education and Training Equipment Exhibition (Utbildning)—11-14 November 1975
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg, Sweden (Tel. 031 200 000. Telex: 20600 Maessan S).

MUNICH:
International Exhibition of Technical Systems and Apparatus for Educational Purposes (Visodata)—11-14 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Environmental Care (Scanmiljo)—November 1975
Apply: Svenska Massan Skanegaten 26, S-412-51 Goteborg, Sweden (Tel. (031) 20 0000).

1976

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZURICH:
International Exhibition of Mechanised and Automation Production—January 1976
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

UTRECHT:
Techni Show—22-27 March 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April 1976
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

ZAGREB:
6th International Mining Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
International Inventions and Innovations Exhibition (INVEX)—16-27 May 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

ZAGREB:
3rd International Exhibition of Material Protection and Industrial Finish (Anticorrosion)—18-22 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ESSEN:
International Security and Police Equipment Exhibition (Safety '76)—October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

STUTTGART:
International Roller Blind and Shutter Trade Fair (R77)—June 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

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Section 3

Trade fairs and exhibitions outside Europe

General fairs

1975

TRIPOLI:
International Trade Fair—1-20 March 1975
Apply: Libyan Arab Republic, Fairs' General Board, PO Box 891, Tripoli, Libya.

JEDDA:
1st Saudi International Trade and Industry Fair—6-28 March 1975
Apply: Saudi International Trade and Industry Fair Organisation, King Abdul Aziz Street, P.O. Box 4571, Jedda, Saudi Arabia.

CAIRO:
International Trade Fair—10-31 March 1975
Apply: General Organisation for International Exhibitions and Fairs, Exhibition Grounds, Guezira Cairo.

SYDNEY:
Royal Easter Show—March 1975
• Apply: Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Paddington, NSW 2021.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

TUNIS:
17th International Fair—16 May-1 June 1975
† Apply: Foire International de Tunis, Esplanade Mohamed V, Tunis.

TEL AVIV:
International Trade Fair (Capital Goods)—May-June 1975
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

WELLINGTON:
World Trade Fair—20 August-6 September 1975
Apply: Wellington Show Association Inc., PO Box 7105, Wellington, NZ.

BAGHDAD:
International Trade Fair—1-21 October 1975
• Apply: Directorate General of Exhibition, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

LIMA:
Pacific International Trade Fair—November 1975
Apply: L. Noya, 11-13 Baker Street, London, W.1 (Tel. 01-681 1539).

1976

SYDNEY:
Australian International Trade Fair—13-22 February 1976
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney, NSW 2000.

Agriculture, forestry, fishing and agricultural machinery

1975

TORONTO:
Farm and Industrial Equipment Show—28-31 January 1975
• Apply: Canada Farm Show Ltd., 55 Glen Cameron Road, Thornhill, Ontario.

NEW DELHI:
World Consultation on Wood-Based Panels—6-16 February 1975
Apply: Associate Secretary General, World Consultation on Wood-Based Panels, c/o Inspector General of Forests, Ministry of Agriculture, Krishi Bhavan, New Delhi.

MYRTLEFORD:
Forest Industries Machinery Exposition—15-17 April 1975
Apply: The Australian Forest Industries Journal, 243 Elizabeth Street, Sydney, NSW 2000, Australia.

ADELAIDE:
Royal Agricultural and Horticultural Show—29 August-6 September 1975
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

SYDNEY:
Orange National Field Days—10-13 November 1975
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1976

ADELAIDE:
Royal Agricultural and Horticultural Show—27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

Books and periodicals

1975

JERUSALEM:
International Book Fair—April 1975
Apply: S. Zur, Manager, The Jerusalem International Book Fair, 70 Jaffa Street, Jerusalem, Israel.

CHICAGO:
Special Libraries Association Conference—8-12 June 1975
Apply: F. E. McKenna, Director, 235 Park Avenue S., New York City, NY 10003.

NEW YORK:
Annual Convention and Exhibition of American Booksellers Association Inc.—June 1975
Apply: 800 Second Avenue, New York, NY 10017.

Building, public works and construction equipment

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

VANCOUVER:
Western Construction Materials and Equipment Show—18-20 November 1975
† Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey. Contact: Roy Wilson (Tel. 01-540 1101).

USA:
Prestressed Concrete Institute Convention and Exhibition—September 1976
• Apply: W. Burr Bennett, Sr., The Prestressed Concrete Institute, 20 N. Wacker Drive, Chicago, IL.

1976

LAS VEGAS:
International Public Works Congress and Equipment Show—25-30 September 1976
Apply: American Public Works Association, 1313 East 60th Street, Chicago, IL 60637.

Chemicals and allied industries, including plastics

1975

TORONTO:
Plastics Show of Canada—9-13 June 1975
Apply: Howerd Deverett, Show Manager, Industrial and Trade Shows, 481 Universtity Avenue, Toronto, ON 2.

MELBOURNE:
International Gas Chemical Exhibition—September 1975
Apply: Exhibition Trustees, Exhibition Buildings, Carlton, Victoria 3053.

CHICAGO:
National Plastics Show—November 1975
† Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, NY 10017.

LOS ANGELES:
Menswear Retailers of America Annual Convention/Exposition—7-10 February 1975
Apply: Mr. J. T. Ricker, Menswear Retailers of America, 390 National Press Building, Washington, DC 20004.

NEW YORK:
Boys and Young Men's Apparel Manufacturers' Association Trade Fair—10-12 March 1975
Apply: Boys and Young Men's Apparel Manufacturers' Association, 10 West 33rd Street, New York, NY 10001.

NEW YORK:
American Fashion Textile Exposition (Texpo '75)—June 1975
Apply: Bobbin Publications Inc., 1110 Shop Road, Columbia, South Carolina, SC 29202.

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Clothing

1975

NEW YORK:
National Fashion and Boutique Show—19-22 January 1975
Apply: Oscar Plugnick, 10 West 33rd Street, New York, NY 10001 (Tel. 212 524 5024).

MINNEAPOLIS:
Northwest Salesmen's Association (Woman's Apparel)—January 1975
Apply: Mr. Jerry Silverman, 525 Radisson Centre, Minneapolis, MN 55402.

NEW YORK:
Display of British Children's Wear—January 1975
Apply: James Law, Director, 150 E. 58th Street, New York, NY 10022.

LOS ANGELES:
Menswear Retailers of America Convention/Exposition—6-9 February 1975
Apply: Menswear Retailers of America, 390 National Press Building, Washington, DC 20004.

Engineering, electrical and electronic, including radio and television

1975

NEW DELHI:
Indian Engineering Trade Fair—10-28 February 1975
Apply: Mr. V. K. Chopra/Mr. V. D. Rozario, Administration Building (Room No. 10), Fair Authority, Ministry of Commerce, Pragati Maidan, Mathura Road, New Delhi.

MONTREAL:
Instrument Automation Conference and Exhibition (ISA)—23-25 April 1975
Apply: Philip N. Meade, Instrument Society of America, 40 Stanwix Street, Pittsburgh, PA 15222.

TOKYO:
Japan Printed Circuit Association Show—June 1975
Apply: Japan Printed Circuit Association, Yoshida Building, No. 21, Shiba Kamiyacho, Minato-ku, Tokyo 105.

SYDNEY:
International Radio and Electronics Engineering Convention (IREE)—25-29 August 1975
Apply: The Institute of Radio and Electronics Engineers (Australia), 157 Gloucester Street, Sydney, NSW 2000.

SYDNEY:
'76 Sounds Fantastic' International Hi-Fi Exhibition—August 1975
Apply: IPC Exhibitions Pty. Ltd., 3-13 Chippendale Street, Chippendale, NSW.

TORONTO:
International Electronics Exposition—29 September-1 October 1975
† Apply: Mr. V. G. Taylor, Grant Smedmor Ltd., 1450 Don Mill's Road, Don Mills, ON 404.

SYDNEY:
Australian Hi-Fi Audio Show—September 1975
Apply: Australian Hi-Fi Publication Pty. Ltd., 13 Gondola Road, North Narrabeen, NSW.

SYDNEY:
International Control Electronics Telecommunications Instruments and Automation Exhibition (CETIA)—20-24 October 1975
Apply: The Electronics Association of Australia, PO Box 259, Roseville, NSW 2069.

Engineering, other

1975

HOUSTON:
Gas Turbine Conference and Products Show—2-6 March 1975
Apply: John W. Sawyer, 4519 18th Street, Arlington, VA 22207.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo.

CINCINNATI:
Materials Testing and Quality Control Show and Conference—(MATCON)—11-13 November 1975
* Apply: Donald J. Walter, Metal Park, OH 44073.

CHICAGO:
Power Transmission Design Show—21-23 October 1975
Apply: Howard A. Freed, Industrial Publishing Co., 614 Superior Avenue West, Cleveland, OH 44113.

CHICAGO:
World Energy Engineering Exposition and Congress—November 1975
Apply: Clapp and Poliak Inc., 245 Park Avenue, New York, NY 10017.

1976

HALIFAX—CANADA:
International Power Transmission and Control Exhibition—30 August-3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—16-18 November 1976
Apply: Roy Wilson, Norman Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

USA:
Power Transmission Design Show—November 1976
Apply: Howard A. Freed, Industrial Publishing Co., 614 Superior Avenue West, Cleveland, OH 44113.

USA:
American Surface Finishing Conference and Exposition—1976
Apply: Show Organisers, 20501 Ford Road, Dearborn, Michigan 48128.

Foodstuffs, food machinery, hotel and catering equipment

1975

TOKYO:
International Hotel and Restaurant Show—March 1975
Apply: International Hotel and Restaurant Show, Japan Management Association, Kyoritsu Building, 3-1-22 Shiba Park, Minato-ku, Tokyo.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo.

BRISBANE:
Queensland Catering Trade Fair—19-23 May 1975
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney, NSW 2000.

LOS ANGELES:
Pacific Fine Food, Confectionery and Beverage Show—July 1975
Apply: Mr. T. Dohl, PO Box 866, Pasadena, CA 91102.

MELBOURNE:
National Accommodation and Catering Exhibition and Seminar—11-13 August 1975
Apply: Suite 20, 553 St. Kilda Road, Melbourne 3004.

LOS ANGELES:
Pacific Coast Regional Hotel/Motel Exposition—16-19 August 1975
† Apply: Robert M. Riley, Suite 612, 448 S. Hill Street, Los Angeles, CA 90013.

SAO PAULO:
Hotel and Restaurant Exhibition—8-14 September 1975
Apply: James Brewster and Associates, 97-99 Park Street, London W1Y 4NJ.

1976

SYDNEY:
International Catering Trade Fair—5-9 July 1976
Apply: IPC Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, NSW 2008.

Footwear

1975

ATLANTIC CITY:
Footwear Manufacturing Conference Show—25-28 October 1975
Apply: Mrs. L. A. Collins, 1611 N. Kent Street, Arlington, Virginia 22209.

Furniture, furnishings, household equipment and hardware

1975

CHICAGO:
National Housewares Exposition—13-17 January 1975
Apply: National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, IL 60654.

SAN FRANCISCO:
Western States Hardware, Housewares, Paint and Garden Supply Show—February 1975
Apply: California Retail Hardware Association, 122 9th Street San Francisco, CA 94103.

MELBOURNE:
Australian Furniture Fashion Fair—6-13 April 1975
Apply: Victorian Guild of Furniture Manufacturers, 110 Jolimont Road, Jolimont, Melbourne 3002.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo.

SYDNEY:
Furniture Exhibition—22-27 April 1975
Apply: NSW Guild of Furniture Manufacturers, 1 King Street, Newton, NSW 2042.

MELBOURNE:
Hardware Trade Fair—2-4 September 1975
Apply: Hardware Retailers Association, 13 Atherton Road, Oakleigh, Victoria 3166.

SYDNEY:
Ideal Homes Exhibition—26 September-1 October or 3-8 October 1975
Apply: Peter Daniel and Associates and Hoyts National Exhibitions, 11 Clarke Street, Crows Nest, NSW.

1976

CHICAGO:
National Home Center Home Improvement 76 Congress and Exposition—14-17 March 1976
Apply: National Home Center/Home Improvement Congress and Exposition, 600 Talcott Road/Park Ridge, IL 60068.

Hospital, medical, surgical and dental equipment

1975

RANGOON:
Burma Medical Association Annual Conference—February 1975
Apply: The Myanna Export Import Corporation, Agency Division, 77/91 Sule Pagoda Road, Rangoon, Burma.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo.

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Jewellery and giftware

1975

CHICAGO:
Gift Show—26-31 January 1975
Apply: Eastern Manufacturers and Importers Exhibit Inc., 220 5th Avenue, New York, NY 10001.

SYDNEY:
International Gift Trade Fair—15-20 February 1975
Apply: World Trade Promotions Pty. Ltd., 4-14 Foster Street, Surrey Hills, Sydney, NSW.

BOSTON:
Gift Show—March 1975
Apply: National Gift and Art Association, Little Brothers Inc., 220 5th Avenue, New York, NY 10001.

MINNEAPOLIS:
Upper Midwest Allied Gifts Association—March and August 1975
Apply: Mr. Robert Elmore, Executive Secretary, Upper Midwest Merchandise Mart Building, 800 Washington Avenue N., Minneapolis, MN 55402.

MINNEAPOLIS:
Minneapolis Gift and Jewelry Show—March and August 1975
Apply: Mrs. Helen Brett, Helen Brett Enterprises Inc., 6E Monroe Street, Chicago, IL.

Leather, leather goods and fur

1975

ST. LOUIS:
St. Louis Leather Show—17-19 March 1975
Apply: Mrs. Violet Yard, St. Louis Leather Show Inc., 529 North Holmes, St. Louis 63122.

ST. LOUIS:
St. Louis Leather Show—1-3 October 1975
Apply: Mrs. Violet Yard, St. Louis Leather Show Inc., 529 North Holmes, St. Louis 63122.

Motor vehicles, motor cycles and cycles

1975

MIAMI:
National Bicycle Show, East—26-29 January 1975
Apply: The National Bicycle Dealers Association Inc., 29023 Euclid Avenue, Wickliffe, OH 44092.

HOUSTON:
6th Annual Motorcycle and Accessory Trade Show—January 1975
Apply: Steve Lewis, Motor Cycle and Accessory Trade Show, 747 East Green Street, Pasadena, CA 91101.

DAYTONA—FLORIDA:
Daytona International Motorcycle Show—March 1975
Apply: International Speedway Corporation, PO Box 1625, Daytona Beach, Florida 32015.

MELBOURNE:
International Motor Show—6-16 March 1975
Apply: Chamber of Automotive Industries, 464 St. Kilda Road, Melbourne 3004.

SAN FRANCISCO:
11th International Trucking Show—19-21 March 1975
Apply: The California Trucking Association, San Francisco, CA 94100.

MELBOURNE:
Caravan and Camping Exhibition—29 April-4 May 1975
Apply: Caravan Trade and Industry Association, 65 Wellington Street, Windsor, Victoria 3181.

MINNEAPOLIS:
International Snowmobile Trade Show—May 1975
Apply: General Sports Show Inc., 3539 Hennepin Avenue S., Minneapolis, MN 55408.

SYDNEY:
National Caravan and Outdoor Living Show—13-18 June 1975
Apply: Peter Daniel and Associates, 11 Clarke Street, Crows Nest, NSW 2000.

SYDNEY:
Truck Expo '75—18-27 July 1975
Apply: Commercial Vehicles Industries Association, Silverwater Road, Auburn, NSW.

SYDNEY:
International Motor Show—29 August-6 September 1975
Apply: Chamber of Automotive Industries, 33 Riley Street, Potts Point, NSW.

MELBOURNE:
3rd International Motor Cycle Show—6-14 September 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

MILWAUKEE:
Off-Highway Vehicle Exhibition—8-11 September 1975
Apply: Henry Martin, Show Manager, 2 Pennsylvania Plaza, New York, NY 10001.

BOSTON:
National Tyre Dealers and Retreaders Association Convention—4-8 October 1975
Apply: W. G. Miller, Director of Services, 1434 'L' Street NW, Washington, DC 20005.

1976

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1976
Apply: Show Manager, 2 Pennsylvania Plaza, New York NY 10001.

MELBOURNE:
4th International Motorcycle Show—September 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

USA:
Off-Highway Vehicle Exposition—September 1976
Apply: Educational and Technical Displays Department, SAE, 2 Pennsylvania Plaza, New York, NY 10001.

Office machinery and equipment

1975

MAKATI RIZAL—PHILIPPINES:
Office Machinery Exhibition—1st week of March 1975
Apply: Mr. F. Bouffard, Secretary, Philippine Office Machinery Distributors Association, c/o Functional Business Machines, 246 Buendia Avenue, Makati Rizal.

MELBOURNE:
International Business Equipment Fair—May 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Packaging machinery and materials, including containers

1975

CHICAGO:
National Plastics Exposition and Conference—November 1975
Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, NY 10017.

1976

SYDNEY:
Pakprint '76—May 1976
Apply: IPC Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, NSW 2008.

Photographic equipment

1975

CHICAGO:
International Exposition of Professional Photography—20-24 July 1975
Apply: Professional Photographers of America Events Inc., 10901 Executive Way, Des Plaines, IL.

Printing, stationery and printing machinery

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Apply: Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Ontario.

Scientific instruments and nuclear equipment

1975

CLEVELAND:
Pittsburgh Conference of Analytical Chemistry and Applied Spectroscopy—3-7 March 1975
• Apply: Robert Mainier, Koppers Co., 440 College Park Drive, Monroeville, PA 15146.

SYDNEY:
Labtronex Exhibition (Scientific Instruments, Analytical and Research Equipment, Bio-Medical Engineering, Electronics, Scientific Teaching Aids, Laboratory Apparatus and Services—27-30 May 1975
Apply: The Executive Director, Labtronex '75, PO Box 259, Roseville, NSW 2069.

PHOENIX—ARIZONA:
American Congress on Surveying and Mapping and American Society of Photogrammetry Exhibition—9-16 September 1975
Apply: ACSM, 1733 15th Street NW. Washington, DC.

Ships and boats

1975

NEW YORK:
65th Annual National Boat Show—9-19 January 1975
Apply: Frank Scalpone, National Association of Engine and Boat Manufacturers, 537 Steamboat Road, Greenwich, Connecticut 06830.

HOUSTON:
19th Annual Houston International Boat, Sport and Travel Show—January 1975
Apply: Boating Trade Association of Metropolitan Houston, 501 Central National Bank Building, 2100 Travis, Houston, Texas 77002.

BOSTON:
International Boat Show—8-17 February 1975
Apply: New England Marine Trades Association, 715 Boytston Street, Boston Mass.

BOSTON:
18th Annual New England Boat Show—22 February-2 March 1975
Apply: New England Exhibitions Inc., 170 Northern Avenue, Boston, Mass. 02210.

MELBOURNE:
The Herald National Boat Show—4-12 July 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

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SYDNEY:
8th Sydney International Boat Show—8-13 August 1975
Apply: Peter Daniel and Associates, 11 Clarke Street, Crows Nest, NSW.

1976

MELBOURNE:
The Herald National Boat Show—July 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Sports goods and camping equipment, including caravans

1975

CHICAGO:
Hobby Industry Convention and Trade Show—19-22 January 1975
Apply: Hobby Industry Association of America Inc., 200 New York, NY 10010.

MONTREAL:
Canadian Sporting Goods Association Show—January 1975
Apply: 2115 Drummond, Suite 20, Montreal PQ 107.

TORONTO:
Canadian National Sportsmens Show—March 1975
Apply: Canadian National Sportsmens Show, PO Box 168, Toronto Dominion Centre, Toronto.

HOUSTON:
Camping and Vacation Show and International Trade and Travel Show—March 1975
Apply: Double C Productions Inc., 6300 Westpark, Suite 430, Houston, Texas 77027.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo.

CHICAGO:
American Fishing Tackle Manufacturers Association (AFTMA) Trade Show—August 1975
Apply: American Fishing Tackle Manufacturers Association, 20 North Wacker Drive, Chicago, IL 60606.

MELBOURNE:
Sports and Hobbies Show—24-28 September 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., 541 St. Kilda Road, Melbourne 3004.

Textiles and textile machinery

1975

SYDNEY:
Sydney Textile Institute—12-15 February 1975
App'y: Mr. H. Simon, Secretary, The Textile Institute, c/o Bradmill Industries Ltd., corner Missenden Road and Parramatta Road, Camperdown, NSW.

1976

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition—May 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

GREENVILLE:
Textile Machinery Show (ATME-1)—21-29 October 1976
Apply: Yancey S. Gilkerson, Box 5823, Station Building, Greenville, SC 29606.

Toys and games

1975

TOKYO:
International Toy Fair—October 1975
* Apply: Japan International Toy Fair Association, 3-14-11 Kotobuki-Cho Taito-ku, Tokyo (Tel. 841 1275).

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1975

TOKYO:
Anti-Pollution Exhibition—14-19 March 1975
Apply: The Nihon Kogyo Shimbun Ltd. (The Japan Industrial Daily News), 7-2, 1-chome, Ohtemachi, Chiyoda-ku, Tokyo 100 (Tel. 231-7111, Telex J-22235).

Other specialised fairs

1975

LAS VEGAS:
National Swimming Pool Convention/Exposition—22-26 January 1975
Apply: National Swimming Pool Institute, 200 K Street, Washington DC 20006.

SYDNEY:
GO '75 Holiday and Travel Fair—24 January-2 February 1975
Apply: Fair Managers, Daniel and Cruickshank Pty. Ltd., 11 Clarke Street, Crows Nest, NSW 2065.

SYDNEY:
Premium Sales Promotion Incentive Show—20-25 April 1975
Apply: World Trade Promotions Pty. Ltd., 4 Foster Street, Surrey Hills, NSW.

Export promotion film available

A recently completed film, 'Shows That Sell', is available on loan to exporters, trade associations, chambers of commerce, export clubs and any other export orientated organisation. This 16 mm. colour film, which runs for 20 minutes, illustrates the principal practical ways in which Fairs and Promotions Branch assists industry to win more exports. Application should be made to Publicity Unit, BOTB, 26 Old Bailey, EC4, or to any regional office of Department of Industry or offices for Scotland or Wales.

NEW YORK:
Cosmo Expo—24-26 June 1975
National Expositions Co., 14 West 40th Street, New York, NY 10018.

SYDNEY:
Environmental Exhibition—2-6 July 1975
Apply: Mr. Roy D. Castle, Managing Director, Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah, NSW 2093.

MELBOURNE:
The Sun News-Pictorial Homes Show—August 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

NAGOYA:
22nd Woodworking Machinery and Equipment Fair—5-12 October 1975
* Apply: Chubu Woodworking Machinery Manufacturers Association, 5-36, Iwai Don Naku-ku, Nagoya.

LOS ANGELES:
Paint Show—29 October-1 November 1975
* Apply: Robert Matlack, 121 South Broad Street, Philadelphia, PA 19107.

SYDNEY:
International Exhibition of Metallic Corrosion—3-9 December 1975
Apply: Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah, NSW 2065.

1976

DETROIT:
American Mining Congress and Coal Show—May 1976
Apply: G. F. Jackson, 1100 Ring Building, Washington, DC 20036.

WASHINGTON:
United States International Transportation Exposition (Transpo)—May-June 1976
Apply: US International Transportation Exposition, 800 Independence Avenue SW, Washington, DC 20590.

MELBOURNE:
The Sun News-Pictorial Homes Show—25-31 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

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The Self Service Display Equipment & Shopfitting Exhibition
HOTEL METROPOLE BRIGHTON SUSSEX — 26-29 OCT. 1975

DECOR INTERNATIONAL
Furnishing & Interior Design Exhibition
16-20 MAY 1976

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***JUBILEE MEDICAL EXHIBITION**
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JOHANNESBURG — 21-25 OCT. 1975

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OTTAWA — 17-19 SEPT. 1975

†**FALL GIFT SHOW**
TORONTO — 21-25 SEPT. 1975

***INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE AND EXPOSITION**
TORONTO — 29 SEPT.-1 OCT. 1975

***NATIONAL INTERIOR DESIGN SHOW**
TORONTO — 4-6 NOV. 1975

***WESTERN CONSTRUCTION MATERIALS AND EQUIPMENT SHOW**
VANCOUVER — 18-20 NOV. 1975

***CANADIAN MINING AND AGGREGATE EQUIPMENT EXHIBITION**
TORONTO — 8-10 OCT. 1975

†**CANADIAN NATIONAL BUSINESS SHOW**
MONTREAL — NOV. 1975

***NATIONAL PETROLEUM SHOW**
CALGARY — 8-11 JUNE 1976

GERMANY

†**OPTICA '75**
(International Fair for Ophthalmic Optics)
WIESBADEN — 3-6 MAY 1975

IRAN (Teheran)

***ENERGY, PETRO-CHEMICAL ENGINEERING '75**
(International Fair)
5-11 MAY 1975

***CONSTRUCTION '75**
(International Building and Construction Techniques and Equipment Exhibition)
20-25 JUNE 1975

†**ACWA—Food**
(International Agriculture, Water and Food Exhibition)
NOV. 1975

* Joint venture agreed, see relevant listing
† Application for joint venture, see relevant listing

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Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1975

BRIGHTON:
International Exhibition and Trade Fair—23-31 August 1975. At Metropole Exhibition Centre
* Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

Agriculture, forestry, fishing, and agricultural machinery

1975

BELFAST:
Royal Ulster Annual Show and Industrial Exhibition—21-24 May 1975. At Balmoral Showground
* Apply: Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET, SOMERSET
Bath and West Show—28-31 May 1975. At Showground, Shepton Mallet
* Apply: Major The Lord Darling, DL, Bath and West and Southern Counties Society, The Showground, Shepton Mallet, Somerset BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Agricultural Society's Show—10-12 June 1975. At Showground
* Apply: Lyn M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel (068) 45 61731).

INGLISTON:
Royal Highland Show—17-20 June 1975. At Ingliston, Newbridge, Midlothian
* Apply: T. W. M. Alder, Secretary, Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NB (Tel. (031) 334 2286).

NEW COSTESSEY, NORWICH:
The Royal Norfolk Show—25-26 June 1975. At Showground, Dereham Road
* Apply: B. Shelley, Secretary, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Tel. (060) 55 2000).

KENILWORTH:
The Royal Agricultural Show—30 June-3 July 1975. At Agricultural Centre, Stoneleigh
* Apply: The Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire, CV8 2LG (Tel. (0203) 56151).

HARROGATE:
Great Yorkshire Show—8-10 July 1975. At Showground
* Apply: R. G. G. English, Secretary General, Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Tel. (0904) 23166).

BUILTH WELLS:
Royal Welsh Show—22-24 July 1975. At Builth Wells, Llanelwedd
* Apply: J. A. George Esq., FRAgS, DBHS, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Tel. Builth Wells 3683).

KENILWORTH:
International Dairy Farming Event—17-18 September 1975. Agricultural Centre, Stoneleigh
* Apply: Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

LONDON:
The Royal Smithfield Show and Agricultural Machinery Exhibition—8-12 December 1975. At Earls Court
* Apply: Smithfield Show Joint Committee, S.M.M.T., 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Building, public works and construction equipment

1975

LONDON:
Specibuild Exposition '75—17-21 March 1975. At Earls Court
* Apply: Westbourne Exhibitions Limited, Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

LONDON:
International Building and Construction Exhibition INTERBUILD—12-21 November 1975. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Chemicals and allied industries, including plastics

1975

LONDON:
O.C.C.A. 27 Technical Exhibition—22-25 April 1975. At Empire Hall, Olympia
* Apply: Oil and Colour Chemists Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

Clothing

1975

LONDON:
12th Glove Fair—11-12 February 1975. At The Londoner Hotel, Welbeck Street
* Apply: Miss E. Greenaway, MBE, Glove Guild of Great Britain, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
International Men's and Boys' Wear Exhibition IMBEX—24-28 February 1975. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
London International Fashion Fair—9-11 April 1975. At Earls Court
Apply: Clothing Export Council of Great Britain, Academy House, 26/28 Sackville Street, London W1X 1DA (Tel. 01-734 9744).

LONDON:
32nd Presentation of Children's and Teenage Fashions—7-10 April 1975. At R.H.S. New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
46th Junior Fashion Fair—7-10 April 1975. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

HARROGATE:
MAB Convention and Exhibition—21-24 September 1975. At Exhibition Centre
* Apply: K. E. Smith, Director, Menswear Association of Britain Limited, Palladium House, 1/4 Argyll Street, London W1V 2HR (Tel. 01-734 6865).

LONDON:
33rd Presentation of Children's and Teenage Fashions—13-16 October 1975. At R.H.S. New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
47th Junior Fashion Fair—13-16 October 1975. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

Display and shop equipment

1975

LONDON:
INTERSHOP—Shop and Display Equipment Exhibition —18-21 May 1975. At Olympia
* Apply: Shop and Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Tel. (22) 48911/2).

BRIGHTON:
SHOPEX—Self-Service Display Equipment and Shopfitting Exhibition—26-29 October 1975. At Metropole Exhibition Centre
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101). PLEASE NOTE CHANGE OF DATES.

Engineering, electrical and electronic, including radio and television

1975

HARROGATE:
Electric Living Trade Fair—4-6 February 1975. At Exhibition Centre
* Apply: The Electricity Council, Trafalgar Buildings, 1 Charing Cross, London SW1A 2DS (Tel. 01-930 6757).

BRIGHTON:
The Lighting Exhibition—9-13 February 1975. At Metropole Exhibition Centre
* Apply: J. L. Tengwall, Decorative Lighting Association, Tyn-Pwll, Moelfre, Anglesey, North Wales LL72 8LN (Tel. (0248) 88 396).

LONDON:
Sound '75 International Exhibition—Public Address Engineers—11-13 March 1975. At Bloomsbury Centre Hotel
* Apply: Secretariat, Association of Public Address Engineers Ltd., 47 Windsor Road, Slough, Berkshire (Tel. Slough 39455).

LONDON:
Sonex Europe '75—23-24 April 1975. Preview Days—25-27 Public. At Centre Hotel, London Airport
* Apply: British Audio Promotions Ltd., Sonex Exhibition Office 414a Edgware Road, London W2 1ED (Tel. 01-402 9145).

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LONDON:
London International Electronic Component Show—13-16 May 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

LONDON:
Television and Radio Trade Show Week—18-22 May 1975. At various London Hotels
• Apply: British Radio Equipment Manufacturers' Association, 20th Century House, 31 Soho Square, London W1V 5DG (Tel. 01-734 7471).

MANCHESTER:
The Lighting Exhibition—13-17 July 1975. At City Hall
• Apply: J. L. Tengwall, Decorative Lighting Association, Tyn-Pwll Moelfre, Anglesey, North Wales LL72 8LN (Tel. (0248) 88 396).

LONDON:
International Audio Festival and Fair—20-26 October 1975. At Olympia
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

Engineering, other

1975

LEEDS:
Engineering '75—4-6 March 1975. At Queens Hall
• Apply: Engineering Industries Association, 7 Park Square, Leeds LS1 2LN (Tel. 0532 454444).

LEICESTER:
INSPEX '75—6th National Engineering Inspection and Quality Control Exhibition—7-11 April 1975. At the Granby Halls
† Apply: Business Conferences and Exhibitions (INSPEX) Ltd., 153 St. Paul's Wood Hill, Orpington, Kent BR5 2SR Tel. 01-300 3200).

LONDON:
International Welding and Metal Fabrication Exhibition—21 26 April, 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

LEICESTER:
Midlands Engineering Exhibition MEX '75—6-9 May 1975. At Granby Halls
• Apply: Pall Mall Exhibitions Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2423).

GLASGOW:
6th International Materials Handling Exhibition—19-24 May, 1975. At Kelvin Hall
† Apply: John R. Whall, Turret Press Ltd., 886 High Road, Finchley, London N12 9SB (Tel. 01-446 2411).

LONDON:
International Power Transmission Engineering Exhibition—2-6 June 1975. At Olympia
† Apply: Engineers Digest, 120 Wigmore Street, London W1H 0AS (Tel. 01-935 9357).

MANCHESTER:
National Wire Exhibition—2-6 June 1975. At Belle Vue
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. 56 63213).

LONDON:
Control and Instrumentation Exhibition—2-4 September, 1975. At West Centre Hotel
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LONDON:
Dust Control and Air Cleaning Exhibition and Conference—16-19 September 1975. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON:
International Filtration and Separation Exhibition and Conference Filtech—16-19 September 1975. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LEICESTER:
Assembly and Fastener Engineering Exhibition—21-24 October 1975. At Granby Halls
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

Foodstuffs, food machinery, hotel and catering equipment

1975

LONDON:
Licensed Victuallers Trade and Catering Exhibition—21-24 April 1975. At Alexandra Palace, N.22
• Apply: The Morning Advertiser, 57 Effra Road, Brixton, London SW2 1DA (Tel. 01-733 3186).

HARROGATE:
National Meat Trades Fair—5-7 May 1975. At Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
Delicatessen International Exhibition—12-15 May 1975. At R.H.S. New Hall, Westminster
† Apply: Delicatessen Exhibitions Ltd., 21 Park Square East, Regent's Park, London NW1 4LH (Tel. 01-935 8200).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition CTN—20-23 May 1975. At Earls Court
• Apply: Retail Confectioners Association Publications and Exhibitions Ltd., Ashley House, Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

LONDON:
9th International Exhibition for the Food and Allied Industries Foodpack International—16-19 September 1975. At Earls Court
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

LONDON:
International Bakers and Confectioners Exhibition INTERBAKE—21-26 October 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

Footwear

1975

BLACKPOOL:
17th International Slipper Fair—19-22 January 1975. At Savoy and Cliffs Hotels
• Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

HARROGATE:
Autumn Shoes Exhibition—6-8 April 1975. At Exhibition Centre
• Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1975

LONDON:
International Hardware Trades Fair—26-31 January 1975. At Olympia
• Apply: Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Buckinghamshire (Tel. (0494) 881891).

LONDON:
1975 International Furniture Show—2-4 February 1975 Trade only. 5-9 February Public and Trade. At Earls Court
• Apply: British Furniture Manufacturers Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

LONDON:
Daily Mail Ideal Home Exhibition—4-29 March 1975. At Olympia
• Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Decor International '75—International Contract Furnishing and Interior Design Exhibition—22-26 June 1975. At Olympia
• Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey SN4 5EB (Tel. 01-540 1101).

HARROGATE:
The Northern Floor Coverings Fair—2-5 September 1975. At Exhibition Centre
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Handicrafts

1975

LONDON:
23rd International Handicrafts and Do-it-Yourself Exhibition—23 August-6 September 1975. At Olympia
• Apply: A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Hospital, medical, surgical and dental equipment

1975

BRIGHTON:
18th International Congress and Exhibition on Occupational Health—14-19 September 1975. At Metropole Exhibition Centre
Apply: Conference Services Ltd., 43 Charles Street, Mayfair, London W1X 7PB (Tel. 01-499 1101).

LONDON:
British Dental Trade Association Exhibition—23-28 September 1975. At Alexandra Palace, N.22
Apply: The Organising Secretary, British Dental Trade Association, 14 Clifford Street, London W1X 1RD (Tel. 01-493 0844).

Jewellery and giftware

1975

BLACKPOOL:
International Gifts Fair—2-6 February 1975. At Winter Gardens, Talbot Road Hall, Golden Mile Centre, and Metropole Hotel
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

GLASGOW:
3rd Scottish Gifts Fair—9-13 February 1975. At Kelvin Hall
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
7th International Gifts Fair London—17-21 August 1975. At Earls Court
• Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1975

LONDON:
Leathergoods, Luggage and Handbag Fair—19-22 January 1975. At R.H.S. Halls, Westminster
• Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

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LONDON:
Leatherwear International—8-10 April 1975. At West Centre Hotel, S.W.6
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
Leather Expo '75—6-8 May 1975. At Earls Court
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1975

LONDON:
International Motor Exhibition '75—15-25 October 1975. At Earls Court
* Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

GLASGOW:
1975 Scottish Motor Show—7-15 November 1975. At Kelvin Hall
† Apply: Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

Office machinery and equipment

1975

LONDON:
Business Efficiency Exhibition—1-8 October 1975. At Olympia
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

Packaging machinery and materials, including containers

1975

LEEDS:
Northpack '75—5th Northern Packaging Exhibition—18-21 March 1975. At Queen's Hall
† Apply: Marketing Exhibitions Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

Printing, stationery and printing machinery

1975

LONDON:
Statindex '75 Stationery Industry Exhibition—19-22 January 1975. At Grosvenor House, Park Lane
* Apply: British Stationery and Office Products Federation, 6 Wimpole Street, London WIM 8AS (Tel. 01-580 9256).

LONDON:
British National Printing Machinery Exhibition—2-6 June, 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

Scientific instruments and nuclear equipment

1975

LONDON:
Labex International—Laboratory Apparatus and Materials Exhibition—14-18 April 1975. At Earls Court
† Apply: U.T.P. Exhibitions Ltd., 117/123 King Street, London W6 9JG (Tel. 01-741 0303).

Ships and boats

1975

BIRMINGHAM:
The Birmingham Post-Evening Mail Midlands Boat and Leisure Life Exhibition—15 February-1 March 1975. At Bingley Hall
* Apply: Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham B4 6AX (Tel. (021) 236 3366).

Sports goods and camping equipment, including caravans

1975

LONDON:
International Caravan and Camping Show—6 -16 November 1975. At Earls Court
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—9-12 November 1975. At R.H.S. Halls, Westminster
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

Toys and games

1975

BRIGHTON:
22nd British International Toy Fair—25-29 January 1975. At Metropole Exhibition Centre
* Apply: J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London WC2B 6RS (Tel. 01-242 9158).

LONDON:
Amusement Trades Exhibition—28-30 January 1975. At Alexandra Palace, N.22
* Apply: Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London WC2H 0ES (Tel. 01-930 2524).

Watches and clocks

1975

LONDON:
International Watch and Jewellery Trade Fair—14-18 September 1975. At Royal Lancaster Hotel
* Apply: Gay MacGoey, Exhibition Manager, Watchmaker, Jeweller and Silversmith, 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Other specialised fairs

1975

HARROGATE:
International Powder Technology and Bulk Solids Exhibition and Conference—18-20 February 1975. At Exhibition Centre
† Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (Tel. 01-686 5741).

LONDON:
Stampex 1975—25 February-1 March 1975. At R.H.S. New Hall, Westminster
* Apply: Mr. Otto Hornung, The Philatelic Traders' Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel. 01-930 6466).

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

BRIGHTON:
International Oceanological Equipment and Services Exhibition—17-21 March 1975. At Metropole Exhibition Centre
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220/222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

HARROGATE:
1975 British Pet Trade Fair—20-22 April 1975. At Exhibition Centre
* Apply: John Yates Publications, Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061 834 8451).

LONDON:
International Vending Exhibition AVAB—5-8 May 1975. At Olympia
† Apply: Automatic Vending Association of Britain, 31 Great Queen Street, London WC2B 5AA (Tel. 01-242 1446).

HARROGATE:
International Industrial Safety Trade Exhibition—20-22 May 1975. At Exhibition Centre
* Apply: Royal Society for the Prevention of Accidents, Royal Oak Centre, Brighton Road, Purley, Surrey CR2 2UR (Tel. 01-668 4272).

LONDON:
Grosvenor House Antiques Fair—11-21 June 1975. At Grosvenor House, Park Lane
* Apply: Miss M. Fox, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

LONDON:
INTER NAVEX '75 Audio Visual Aids Exhibition—8-11 July 1975. At Olympia
* Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
International Fire Exhibition and Conference—28 July-1 August 1975. At Olympia
Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
International Process Plant and Equipment Exhibition—8-12 September 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021 705 6707).

HARROGATE:
25th Northern Antique Dealers' Fair—11-18 September 1975. At Royal Baths Assembly Rooms
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

ABERDEEN:
Offshore Europe'75—16-19 September 1975. At Aberdeen University
† Apply: Miss E. Barker Bennett, Offshore Service, 2 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (Tel. 01-549 3181).

LONDON:
IWIE— The International Woodworking Industries Exhibition—2-6 December 1975. At Olympia
† Apply: Woodworking Industries Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

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Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Prudential Building, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. 0223 67736. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2HG. Tel. 0532 782121. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

Iran

Import of tyres. The Iranian Ministry of Commerce have announced that, pending further notice, the registration of orders for the import of frost-nail snow tyres (ex BN 40.11) does not require the Ministry's prior approval.

Meantime, the importers of all kinds of tyres are reminded at the time of registration of order to obtain certificates from the original manufacturers certifying that the specifications of the tyres to be ordered to conform to industry's standards. This certificate is to be confirmed by the Iranian Consulate in the exporting country and be presented to Customs along with other documents for the release of goods. Inquiries: OTAR ext. 420/475.

Turkey

Temporary duty reduction on pvc, polystyrene, and polyethylene. Decree No. 7/8956 published in the Turkish *Official Gazette* No. 15047 of 28 October 1974 announced that the customs duty on pvc, polystyrene and polyethylene is reduced to nil for a period of one year, provided that these substances are imported by Petkim – the State-owned petrochemicals enterprise. Inquiries: OTAR ext. 439.

Duty reduction on margarine. Decree No. 7/8973 published in the Turkish *Official Gazette* No. 15056 of 8 November 1974 announced that the customs duty on margarine (tariff no. 15.13.10) is reduced to nil when imported with the permission of the Ministry of Commerce. Inquiries: OTAR ext. 439.

Nigeria

Import licence extension. The following Government Notice No. 1746 was published in the Federal Republic of Nigeria *Official Gazette*, 5 December 1974.

EXTENSION OF 1974 IMPORT LICENCES

In exercise of the powers conferred by section 3 (3) (*c*) of the Import Prohibition Order 1974, the Import Licensing Authority hereby gives notice for the information of the general public as follows: The duration of all unused or partly used Import Licences issued in 1974 is hereby extended for a period of three months, ie from 1 January to 31 March 1975.

2. The effect of this notice is that importers are hereby permitted to make shipment in respect of the Import Licences issued in 1974 up to 31 March 1975. Such licences should NOT be sent to the Federal Ministry of Trade for endorsement. The Board of Customs and Excise will allow the importation of the goods concerned on presentation of the requisite 1974 Import Licences and the necessary documents showing that shipment had been made not later than 31 March 1975.

Inquiries: OTAR ext. 471/472/473/462.

Malaysia

Customs duty amendments. The Malaysian *Government Gazette* has published an amendment to the Customs Duties Order 1968.

The Customs Duties (Amendment) (No. 19) Order 1974 amends the first schedule of the 1968 Order from 5 December 1974 by deleting heading numbers 32.12 100 32.12 900 83.02 100 and all particulars that follow and inserting the following:

Heading no.		Unit of quantity	Federation Common Tariff
32.12 000	Glaziers' putty; grafting putty; painters' fillings; non-refractory surfacing preparations; stopping, sealing and similar mastics, including resin mastics and cements	lb.	Nil
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:		
100	Bolts, hasps and hinges	cwt.	10% or 10 cts. each which ever is the higher

Inquiries: OTAR ext. 469/401/468.

Shellac compounds: customs duties (Penang). The Malaysian *Government Gazette* has published the following amendment to the Customs Duties (Penang) Order 1974: The Customs Duties (Penang) (Amendment) (No. 9) Order 1974 amends the first schedule of the 1973 Order by deleting heading no. 32.12 100 (shellac compounds). The schedule lists items on which duty is payable when imported into Penang. Inquiries: OTAR ext. 469/401/468.

Australia

Consumer electronic equipment and electronic components and whitegoods: temporary protection. The Australian Department of Manufacturing Industry has received a request for temporary protection against imports of certain types of electronic equipment and components and whitegoods. The goods concerned are as follows:

Description	Tariff item
Ferrite cores, slugs and other shapes	85.01.210
Transformers: complete	85.01.220
parts	as above
Deflection yokes for use in TV receivers	as above
Power packs suitable for use in radio and television receivers or audio amplifiers	85.01.330
Inductors and parts therefor	85.01.420
Ceramic permanent magnets and blanks therefor	85.02.100
Metallic permanent magnets	85.02.900
Loudspeakers	85.14.900
Audio amplifier sets	85.14.900
stereo	as above
other	as above
Parts for audio frequency electric amplifiers	85.14.900
Colour television receivers greater than 45 cm diagonal measurement	85.15.100
Monochrome television receivers, greater than 30 cm diagonal measurement	85.15.100
Television tuners, colour	as above
monochrome	as above
Radio broadcast receivers	85.15.100
Parts for radio broadcast receivers	as above
Parts for television receivers	as above
Capacitors, fixed	
Electrolytic	85.18.900
Paper and metalised paper	as above
Plastic and metalised plastic	as above
Parts	as above
Printed circuits	85.19.600
Resistors, fixed	as above
Parts for fixed resistors and printed circuits	as above
Colour television picture tubes, greater than 45 cm diagonal measurement and parts therefor	85.21.100
Integrated circuits and semiconductors	85.21.900
Monochrome picture tubes	85.21.900
Semiconductor diodes other than germanium. Parts therefor	as above
Transistors, other than germanium. Parts therefor	as above
Record players – other than battery operated – whether assembled or unassembled	92.11.900
Domestic electrical refrigerators and freezers	84.15.200 and 84.15.900
Domestic clothes washing machines	84.40.790
Domestic clothes drying machines	84.40.710
Room air conditioners	84.12.000
Compressors for refrigerating appliances	84.11.3

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are

CRE	Commercial Relations and Exports Divisions Department of Trade 1 Victoria Street, London SW1H 0ET Tel. Direct dialling (see end of each notice)
OTAR	Overseas Tariffs and Regulations Section, Export Data Branch Export Services and Promotions Division Department of Trade Export House, 50 Ludgate Hill, London EC4M 7HU Tel. 01-248 5757 (extension at end of each notice)

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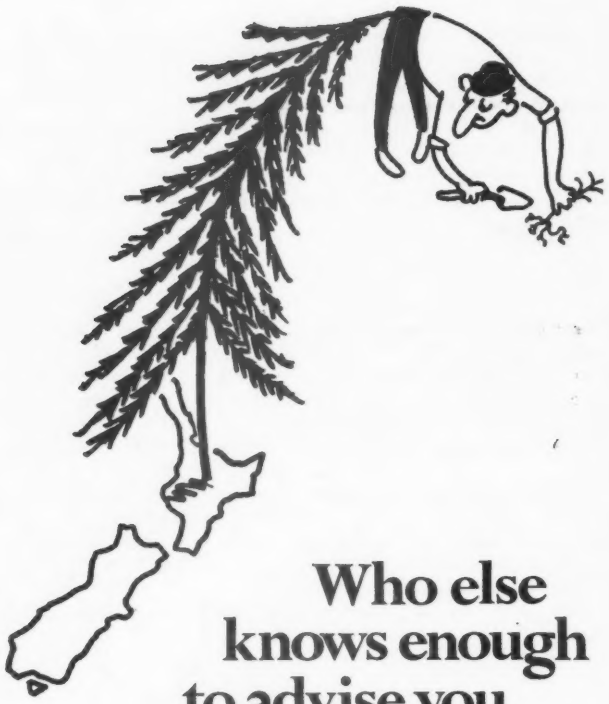

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BEAS PROJECT

Global Tender Notice No. 1552/BPO/PR/110081/W-1943
Dated 11/11/1974

Sealed tenders are invited in duplicate by Sh. S. L. Bhatia, Chief Purchase Officer, Beas Purchase Organisation, Talwara Township, District: Hoshiarpur, Punjab (India) for the following stores:
(As per conditions attached.)

Item no.	Qty./ unit	Description of material
1.	10 Nos.	Seamless solid drawn steel cylinders for filling of acetylene gas made in accordance with BS401. The cylinders shall have the following capacities: Gas capacity 4 cu. m. (150 cu. ft.) Water capacity 30 litres Length 1,140 mm. approximately Outer diameter 205 mm. approximately Working pressure 16 kg./cm.^{2} (225 psi) Test pressure Tested to a hydraulic pressure of 70.3 kg./cm.^{2} (1,000 psi) The cylinders shall be completed with caps, neck rings and valves conforming to BS341/1962. Notes: 1. The cylinders shall have concave bottoms. The cylinders shall be painted and stamp marked with the word BCB (Power Wing). 2. The cylinders are to be prepared with porous mass and acetone as approved by the Explosive Department of the Government of India. 3. Four copies of relevant detailed specifications, dimensioned drawings and literature shall be supplied by the firm along with their quotations. 4. The prices shall be inclusive of the price of caps and valves.

NOTES:

1. The quotations must be valid for 6(six) months from the date of opening of tender.
2. The prices should be quoted on F.O.R./C.I.F. Indian Port.
3. The quotations shall be received up to 2.00 p.m. and opened at 3.00 p.m. on 28 February 1975 in the presence of such tenderers who like to be present. The quotation may be submitted on an ordinary letter form for which no specific tender form is prescribed.

D.A./TERMS AND CONDITIONS.

Assistant Purchase Officer, for Chief Purchase Officer, Beas Purchase Organisation, Talwara Township.

submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report.

Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

UK trade associations or firms intending to submit evidence at any stage should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay through their accredited agent, or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 4/6/74. CRE tel. 01-215 5319.

Dyeline base paper. The Australian Industries Assistance Commission has been asked to inquire into and report on the question whether dyeline base paper (tariff item 48.01.22) should be prescribed by by-law.

Tariff details may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (OTAR ext. 468/469/401).

UK trade associations or firms intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay through their accredited agent.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 10/75. Inquiries: CRE tel. 01-215 5319.

Fine papers, chain saws and engines for chain saws: temporary protection. The Australian Department of Manufacturing Industry has received a request for temporary protection against the import of certain types of paper, chain saws and air-cooled internal combustion piston engines of a kind used solely or principally with chain saws, falling within tariff items 48.01.921, 48.07.62, 84.49.100, 84.06.730.

Requests for temporary protection are received initially by the Department of Manufacturing Industry and after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report.

Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

UK trade associations or firms intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay through their accredited agent. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearings, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. 7/8/75. Inquiries: CRE tel. 01-215 5319.

Gas-fired instantaneous water heaters. The Australian Assistance Commission has been asked to inquire into and report on the question whether gas fired instantaneous water heaters should be prescribed by by-law (tariff item 84.17.611).

Tariff details of these goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (OTAR ext. 468/469/401).

UK trade associations or firms intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay through their accredited agent.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 9/75. Inquiries: CRE tel. 01-215 5319.

Injection moulding machines: temporary protection. Temporary protection has been applied to injection moulding machines (tariff item 84.59.9) from 8 January 1975. The general tariff rate is now 55 per cent and the preferential tariff rate is 35 per cent. The Australian Temporary Assistance Authority has yet to release its report. Details will be published as soon as possible. Ref. CRE 1461/74. Inquiries: CRE tel. 01-215 5319.

New Zealand

Chlorine: customs tariff inquiry. The New Zealand Minister of Customs has requested the Tariff and Development Board to undertake a further inquiry and report in March 1975 as to the nature and extent of protection, if any, it considers necessary for the New Zealand industry manufacturing chlorine, the tariff provisions for which are set out in the attached schedule.

For the purpose of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, 25 March 1975, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. F. E. Beaufort, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, by 24 February 1975. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 11-363, Wellington, New Zealand (telegraphic address Transtrade, tel. Wellington 43-706) and requiring further information should approach the Commercial

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Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

SCHEDULE

Tariff item	Description	Rates of duty: Normal tariff	Rates of duty: British preferential	Rates of duty: Other preferential rates of duty
28.01	Halogens (fluorine, chlorine, bromine and iodine):			
28.01.100	Chlorine	Free	Free	Aul free

Ref. CRE 62/74. Inquiries CRE tel. 01-215 5321.

Tariff and Development Board reports. Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Fats, lard, etc. (tariff items 15.02.000, 15.03.002, 15.03.008)

Starters for electric motors (tariff item 85.19.049)

Glucose (tariff items 17.02.001, 17.02.009, 17.05.019)

Silver nitrate (tariff item 28.49.011)

Marine jet propulsion Units (tariff item 84.08.200)

Rice in retail packages (tariff items ex 10.06.100, ex 10.06.201 and ex 10.06.209)

Ref. CRE 62/74, 1191/72. Inquiries: CRE 01-215 5321.

United States

Ferrous scrap: export controls lifted. The US Department of Commerce has announced that all export controls and licensing requirements for ferrous scrap were lifted on 1 January 1975. The reason for this action is that prices have dropped substantially in recent months and inventories have returned to more normal levels. Inquiries: CRE tel. 01-215 5397.

Federal Register notices. The following notices of interest to exporters have appeared in the US *Federal Register* on the dates given in parentheses at the end of the items.

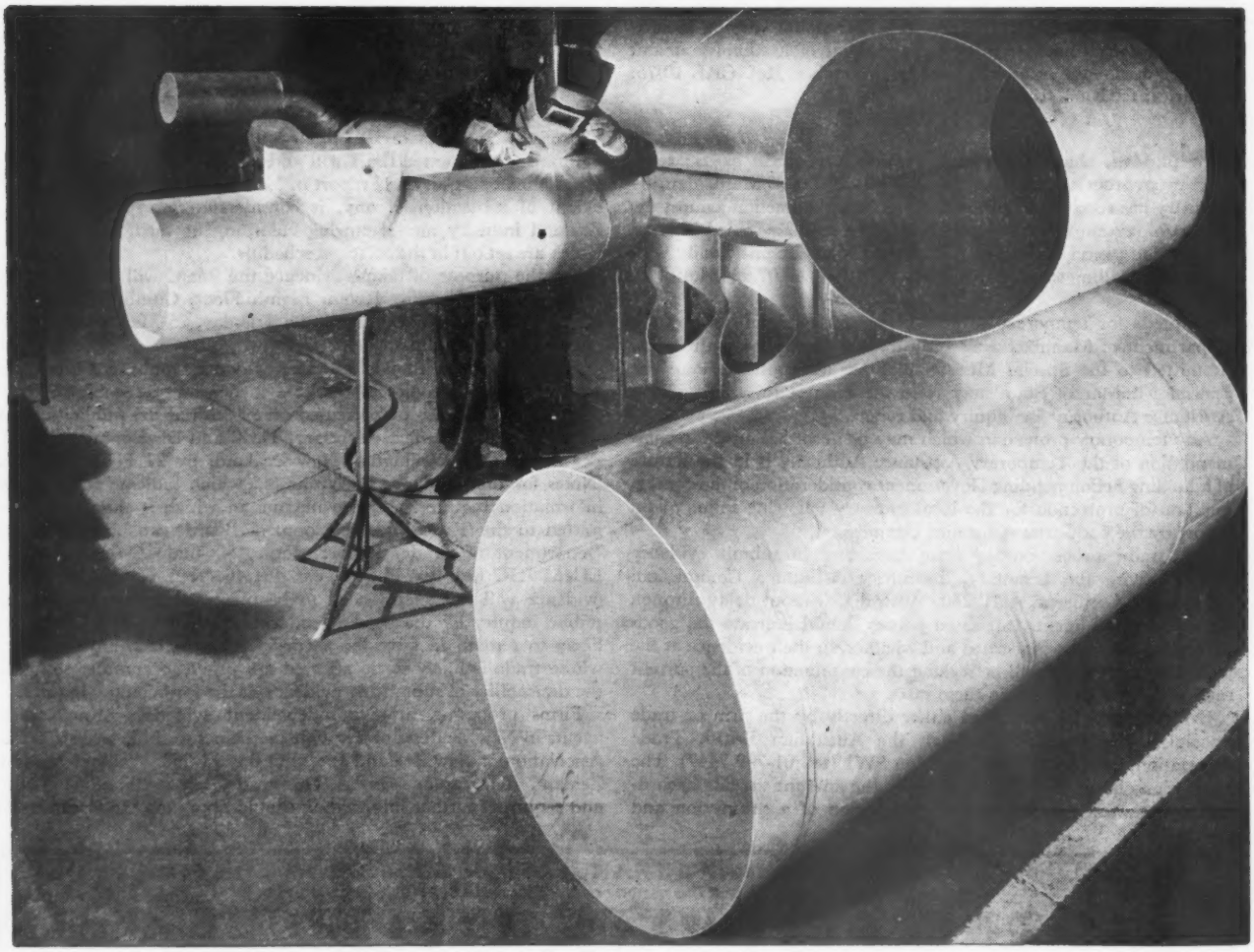
Refrigerators and freezers. Details of specification proposals to conserve energy and a voluntary labelling programme for refrigerators, refrigerator-freezers and freezers. Written comments (four copies) by 14 February 1975 (31 December 1974).

Motor vehicle air pollution. Proposed rules by the EPA for test procedures verifying the certificate of conformity for air pollution emission from new motor vehicles. The regulation will apply to model year 1976 vehicles. Comments invited by 3 March 1975 (31 December 1974).

Metric standards of fill for wine bottles. Details of new metric standards of fill and regulations affecting standard wine bottles, design and headspace. The regulations will apply to domestic and imported wines and become mandatory 1 January 1979. (31 December 1974).

In each case a copy of the text is available to British exporters from OTAR ext. 456/457/7312.

Progress on £2.8m air separation plant for Mexico



Welding aluminium alloy pipework at Cryoplants Ltd., Edmonton, North London. The pipework will be incorporated into a £2.8 million air separation unit under construction by Cryoplants for export to Mexico. After welding, stringent examination is made of all welds to ensure they meet international requirements for cryogenic process plant equipment which operates at temperatures of down to minus 196 deg. C. The plant under construction will provide a total of 460 tonnes a day of gaseous oxygen, 8,000 Nm^3 of pure nitrogen and a small quantity of liquid oxygen to the new steel complex now being built at La Truchas, Mexico.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Jamaica

Wines and spirits: duty changes. The Jamaican authorities by Resolutions 422 and 423 of 8 October 1974, have made amendments to the rate of duty on wines and spirits. Consumption tax has been deleted and the rate of custom duty has been increased on the following items:

Tariff heading no.	Tariff description	Unit for duty	Rate of duty	
			General tariff	Preferential tariff
22.05.2	Sparkling wines	Gallon	$19.5394	$17.0970
22.05.9	Other wines	Gallon	$9.1591	$7.69366
22.06	Vermouth and other wines of fresh grapes flavoured with aromatic extracts	Gallon	$9.1591	$7.69366
22.09.1	Brandy in bottle of a strength not exceeding 80% proof spirit	Gallon	$41.5980	$38.7980
22.09.2	Other brandy	Proof gallon	$50.6700	$47.6700
22.09.5	Whisky in bottle of a strength not exceeding 80% proof spirit	Gallon	$45.1565	$42.3565
22.09.6	Other whisky	Proof gallon	$54.9720	$51.9720
22.09.7	Gin in bottle of a strength not exceeding 80% proof spirit	Gallon	$41.5980	$38.7980
22.09.8	Other gin	Proof gallon	$50.6700	$47.6700
22.09.9	Other	Gallon	$45.4345	$42.4345

Inquiries: OTAR ext. 7312/456/457.

St. Lucia

Documentation. Exporters are reminded of the importance of correct documentation. Complaints received against UK firms include incomplete documentation (e.g. certificates of origin not included) and bills of lading not arriving in St. Lucia until well after the goods, resulting in the merchants concerned having to pay heavy customs storage charges. Inquiries: CRE tel. 01-215 3572.

Argentina

VAT replaces Sales Tax. From 1 January 1975, the Sales Tax has been replaced by a Value Added Tax.

Three rates are introduced: Free, 13 per cent and 21 per cent. The general rate is 13 per cent for unlisted goods, but those free from tax and others liable at 21 per cent are specified. Inquiries: OTAR ext. 474/476.

Copolymers: tariff amendments. The following additions have been made to the Argentine import tariff schedule by Resolution 1265/74, which also exempts them from payment of prior deposit:

Tariff no.	Description	Rate of duty *Ad val.* cif
39.02.05.35	Copolymers of styrene acrylonitrile-butadiene, in liquid, paste, powder, clot, granular, lenticular, flake or cop form, or, provided that their length does not exceed 15 mm., monofilament, bars, rods or profile shapes, with an import licence from the Secretary of State for Industrial Development.	5%
39.02.05.36	Copolymers of styrene-acrylonitrile in liquid, paste, powder, clot, granular, lenticular, flake or cop form, or, provided that their length does not exceed15 mm., monofilament, bars, rods, or profile shapes, with an import licence from the Secretary of State for Industrial Development	5%

Inquiries: OTAR ext. 474/476.

Temporary prohibition lifted. Resolution 1287/74 lifts the temporary prohibition on the import of plain woven fabric of single warp and weft, 100 per cent viscose rayon (discontinuous fibre) impregnated with aluminium sulphate (unpatented), to be used exclusively as a disposable backing for thermo-transferable industrial embroidery, under subheading 56.07.02.00. Inquiries: OTAR ext. 474/476.

Brazil

Duty increase on sulphate of nickel. Customs Policy Council Resolution No. 2.258 of 4 October 1974, raised the Import Duty on sulphate of nickel under heading 28.38.31.00 from 15 per cent to 45 per cent.

Duty reductions on animal fats. Customs Policy Council Resolution No. 2.261 of 17 October 1974, reduced import duty on animal fats under headings 15.02.01.00 and 15.02.02.00 from 55 per cent to 15 per cent and 37 per cent to 10 per cent, respectively. The reductions will be in force for a period of six months from 22 October 1974.

Duty exemptions on rubber and latex. Customs Policy Resolution No. 2.265 of 24 October 1974, exempted from Import Duty a quota of 56.921 tonnes of rubber and natural and synthetic latex under headings 40.01.00.00 and 40.02.00.00.

Reference prices on tetracyclin. Customs Policy Council Resolution No. 2.283 of 24 October 1974, established a new reference price for tetracyclin, under heading 29.44.15.00. The new price is US$37.80 per kg./cif.

Duty exemptions on sulphite of carbon. Customs Policy Council Resolution No. 2.285, of 24 October 1974, exempts sulphite of carbon (carbon bisulphite) under heading 28.15.03.00 for a period of six months from 18 November 1974.

Increased duty on coaxial telephone cables. Customs Policy Council Resolution No. 2.286 of 24 October 1974, raised the Import Duty on coaxial telephone cables under heading 85.23.01.01 from 15 per cent to 45 per cent.

Import duty on thermostats increased. Customs Policy Council Resolution No. 2.287 increased the Import Duty from 15 per cent to 40 per cent on thermostats under heading 90.24.04.02. The increase will last for a period of two years from 18 November 1974.

Import duty on acrylic resins. Customs Policy Council Resolution No. 2.288 increased the Import Duty on acrylic resins for injection or extrusion under heading 39.02.02.09 from 30 per cent to 60 per cent. The increase will remain in force for a period of one year from 18 November 1974.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

New reference prices for acrylic resins. Customs Policy Council Resolution No. 2.289 of 24 October 1974, fixed new reference prices for acrylic resins under heading 39.02.02.09. The new price is US$1.70 per kg./cif.

Reference prices for mechanical toys (spares). Customs Policy Council Resolution No. 2.290 of 24 October 1974, established new Reference Prices for spare parts for mechanical toys under 97.03.90.00. The new prices are as follows:

	Reference price US$/cif/unit
Up to 50 gm. inclusive	0.40
Above 50 gm. to 100 gm. inclusive	0.65
Above 100 gm. to 150 gm. inclusive	0.90
Above 150 gm. to 200 gm. inclusive	1.20
Above 200 gm. to 300 gm. inclusive	2.40
Above 300 gm. to 400 gm. inclusive	3.10
More than 400 gm.	5.00

New reference prices for mechanical toys. Customs Policy Council Resolution No. 2.291 of 24 October 1974, established new reference prices for mechanical toys under heading 97.03.03.00. The new prices are as follows:

	Reference price US$/cif/unit
a Battery or electric:	
Up to 200 gm. inclusive	2.00
Above 200 gm. up to 400 gm. inclusive	3.80
Above 400 gm. up to 600 gm. inclusive	6.00
Above 600 gm. up to 800 gm. inclusive	8.90
Above 800 gm. up to 1,000 gm. inclusive	14.00
Above 1,000 gm.	20.00
b Friction or clockwork:	
Up to 200 gm. inclusive	1.30
Above 200 gm. up to 400 gm. inclusive	2.80
Above 400 gm. up to 600 gm. inclusive	3.90
Above 600 gm. up to 800 gm. inclusive	6.70
Above 800 gm.	10.50

Duty increases on medical equipment. Customs Policy Council Resolution No. 2.293 of 22 November 1974, raised the Import Duty to 35 per cent on the following items:

84.18.01.05	Laboratory centrifuges
90.17.76.00	Anaesthesia apparatus
90.17.77.00	Masks for anaesthesia
90.17.78.00	Accessories for endoctrachial and endobronchial anaestheisa 'ex': Laringascope
90.17.99.99	Other electromedical apparatus 'ex': Peripheral nerve stimularor
90.18.05.00	Oxygenotherapy apparatus
90.18.07.00	Automatic respirators (iron lungs)
90.18.10.00	Oxygen regulator, including meter and humidifier 'ex': Regulating valve 'ex': Respirator pump
90.24.03.00	Manometer weighing up to 3 kg. 'ex': Mercury manometer

Duty exemptions on industrial machinery. Customs Policy Council Resolution No. 2.294 of 22 November 1974, exempted from import duty machinery and other equipment imported by Public Enterprises, mixed economy companies and concessionary companies operating public rail or underground transport systems, ports, waterways, airports, hydraulic systems, electricity producers and telecommunications companies where these goods are essential for the construction, expansion and protection of their installations.

Inquiries: OTAR ext. 474/476.

Inspection of agricultural chemicals. Law No. 6.138 of 8 November 1974 made compulsory the inspection, registration and taxation of agricultural innoculants, correctives and fertilisers. These goods must now be analysed and registered with the authorities. The exercise of this law is, in the first instance, in the hands of the Federal Ministry of Agriculture, although authority may be delegated to the individual states' authorities. Inquiries: OTAR ext. 474/476.

Telecommunications equipment: exemption from manufactured goods tax. Decree 74.809 of 4 November 1974 granted exemption from manufactured goods tax for goods required for the maintenance of the public telecommunications services. The goods involved are those falling under the following headings:

39.02.00.00	39.07.11.00	63.11.02.00	69.06.00.00	73.21.07.00	74.01.00.00
74.03.00.00	74.04.00.00	76.02.00.00	78.01.00.00	84.12.00.00	84.15.00.00
84.53.00.00	85.01.00.00	85.04.00.00	85.13.00.00	85.15.03.00	85.15.09.00
85.19.00.00	85.20.00.00	85.21.00.00	85.23.00.00	87.02.00.00	87.03.00.00
88.05.00.00	87.06.00.00	90.28.12.00	91.05.05.00		

To qualify for this exemption the goods must be required by Telecommunicacoes Brasileiras SA – Telebras, or its subsidiary or associate companies, and the need must be attested by the Federal Minister of Telecommunications. Inquiries: OTAR ext. 474/476.

Uruguay

Cigarette lighters: tariff amendment. Decree 879/974 issued by the Uruguayan authorities amends the breakdown of heading 98.10, which now reads as follows:

Tariff no.	Description		Valuation	Duty
98.10.A00	For cigarettes:			
10	For use in motor vehicles	KG	56.78	84%
20	Of precious metals, or plated with precious metals, whether or not combined with other materials	KIC	16,224.00	20%
30	Of base metals, silver, gold or platinum-plated	KIC	1,624.40	20%
90	Other:			
91	Liquid fuel or gas type	KIC	121.68	188%
99	Other	—	*ad val.*	84%
B00	Other	KG	40.56	84%
C00	Parts and spare parts	KIC	121.68	84%

Inquiries: OTAR ext. 474/476.

Asbestos products: tariff amendment. Decree 896/974 issued by the Uruguayan authorities on 14 November 1974 introduces changes in subheading 68.13.B00, which now reads as follows:

Tariff no.	Description		Valuation	Duty
68.13.B00	Asbestos felt, paper and paperboard:			
10	With solution of rubber, resins or similar materials:			
11	In rolls, sheets or plates	KG	24.34	84%
12	Cut into discs, washers, etc.	KG	40.56	84%
19	Other	—	*ad val.*	84%
90	Other:			
91	In rolls, sheets or plates	KG	6.08	84%
92	Cut into discs, washers, etc.	KG	40.56	84%
99	Other	KG	38.13	84%

Inquiries: OTAR ext. 474/476.

Crude cellulose sulphate. Uruguayan decree 926/974 extends for 90 days from 21 November 1974 the exemption from all surcharges, customs and other dues, on the import of crude cellulose sulphate used for the manufacture of multiply paper sacks. Inquiries: OTAR ext. 474/476.

Chile

Exchange rates. The Chilean Central Bank has announced the following revised exchange rates, effective from 2 January 1975:

'Bank' rate raised from 1,680 Escudos to 1,870 Escudos per US dollar

'Brokers' rate raised from 1,800 Escudos to 2,000 Escudos per US dollar

Inquiries: CRE tel. 01-215 5289.

Peru

Alpaca fibre. The Peruvian Ministry of Commerce recently authorised alpaca fibre merchants to sell their products, both on the internal market and abroad. Inquiries: CRE tel. 01-215 5289.

European Community

Tariff quotas 1975

An article in *Trade and Industry* of 31 October 1974 (page 238) listed tariff quotas (other than Generalised Tariff Preference Scheme (GSP) tariff quotas) which were expected to be opened in 1975. It is now possible to give further details. Listed below are the EEC tariff quotas (other than GSP tariff quotas) in which the United Kingdom is participating and other quotas which the United Kingdom has opened, which came into operation on 1 January 1975. (This list does not, however, include the United Kingdom tariff quotas for paper, paperboard and printed products which were the subject of separate notices in *Trade and Industry* on 28 November and 19 December.) (A notice about the 1975 GSP arrangements appeared in *Trade and Industry* on 26 December 1974. The EEC GSP tariff quotas are given in *O.J.* L.329 of 9 December 1974 – see footnote 4.)

In all cases (except bullion lead), qualifying imports will be debited against the tariff quotas in the order in which any importer enters them for home-use and claims relief from duty. (Customs Notice 771 and amendments, obtainable free from any Customs House or office of HM Customs and Excise explains how claims should be made.) However, in the case of newsprint, quota benefit will be available only under certificates issued to importers by Tariff Division of the Department of Trade under special arrangements and any importer of newsprint who is still unaware of these arrangements should get in touch with Tariff Division at the address given below. Any importer of bullion lead for refining who is unaware of the arrangements for the allocation of this quota should also get in touch with Tariff Division.

It is to be noted that in a number of cases (eels, extra pure magnesium, newsprint and bullion lead) the duty relief under the quota is dependent upon the goods being used for particular purposes and the goods in question are subject to Customs control. (Customs Notice 770 – Tariff Liability Dependent On End-Use.)

Inquiries about this Notice should be addressed to Tariff Division 2, Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ. Inquiries about how much particular quotas have been used (see footnote 5) should be made to Tariff Quota Registration Unit, HM Customs and Excise, King's Beam House, Mark Lane, London EC3 7HE. Tel: 01-626 1515 ext. 2570.

Footnotes

1. Tariff quotas provide for the importation of limited amounts of goods at zero or reduced rates of duty. Any goods that do not obtain tariff quota relief are charged the normal rate of duty.
2. Where imports from particular third country sources qualify for duty-free treatment or a rate of duty as low as the quota rate under other preferential arrangements they will not count against the quotas.
3. As long as the quota for particular goods imported from all third countries ('global' quotas) remains unexhausted such goods may be imported outside the quota from other Member States of EEC duty-free or at the quota rate when otherwise duty or a higher rate of duty would be chargeable.
4. Copies of the editions of the *Official Journal of the Communities* in which details of EEC tariff quotas listed below are published, may be obtained from HMSO, PO Box 569, London SE1. Tel: 01-928 6977 ext. 365.
5. Part 11 of HM Customs Tariff will list tariff quota reference numbers and periodic amendments will give information about tariff quotas which have been exhausted. Information about exhaustions of quotas will also be published at approximately monthly intervals in *Trade and Industry*.
6. In the case of many of the EEC tariff quotas there is also a Community reserve quota on which Member States may draw or to which they may have to contribute depending on the use made of their initial shares. (Details are to be found in the EEC Council Regulations published in the *Official Journals of the Communities*.)

EEC global tariff quotas 1975 for imports from all non-EEC sources

Tariff heading	Brief description	UK statutory instrument (where applicable)	UK quota rate		UK share of quota or initial share	EEC regulation and *Official Journal* reference
03.01 AII	Certain fresh eels for processing	1974 No. 2188	Zero		250 tonnes	2659/74 *O.J.* L.285 of 22.10.74, p. 1
08.04 BIa)	Certain dried grapes	1974 No. 2188	Full	CW	5,371 tonnes	2912/74 *O.J.* L.313 of 25.11.74, p. 53
b)			6p per cwt + 0.4%	0.4%		
			12p per cwt. + 0.4%	0.4%		
38.08 A	Rosin including 'brais resineux'	—	Zero		2,818 tonnes	2848/74 *O.J.* L.305 of 15.11.74, p. 1
ex 44.15 AI	Certain plywood of coniferous species	1974 No. 2188	Zero		300,000 cu. m.	2661/74 *O.J.* L.285 of 22.10.74, p. 7
48.01 A, ex 48.01 E	Newsprint	1974 No. 2188	Zero		1,140,000 tonnes	2660/74 *O.J.* L.285 of 22.10.74, p. 4
50.02	Raw silk (not thrown)	—	Zero		125 tonnes	2418/74 *O.J.* L.261 of 27.9.74, p. 1
ex 50.04 B	Yarn wholly of silk	1974 No. 2188	2.5%		5 tonnes	2419/74 *O.J.* L.261 of 27.9.74, p. 4

Tariff heading	Brief description	UK statutory instrument (where applicable)	UK quota rate	UK share of quota or initial share	EEC regulation and *Official Journal* reference
ex 50.05 B	Yarn wholly of silk waste other than noil	1974 No. 2188	Dyed 1% Undyed 0.6%	25 tonnes	2420/74 *O.J.* L.261 of 27.9.74, p. 7
ex 50.09 ex 50.10 ex 55.07 ex 55.09 ex 58.04	Handwoven fabrics of silk or waste silk Handwoven fabrics of noil silk Handwoven cotton gauze Handwoven fabrics of cotton Handwoven pile and chenille fabrics	1974 No. 2188	Zero	Silk 138,000 units of account Cotton 720,000 units of account	3110/74 *O.J.* L.337 of 16.12.74 Relates to imports under special arrangements from Bangladesh, India, Laos, Pakistan, Sri Lanka and Thailand
73.02 C	Ferro-silicon	1974 No. 2188	Zero	2,750 tonnes	2423/74 *O.J.* L.261 of 27.9.74, p. 16
73.02 D	Ferro-silico-manganese	—	Zero	2,000 tonnes	2424/74 *O.J.* L.261 of 27.9.74, p. 18
ex 73.02 EI	Certain ferro-chromium containing not more than 0.1% by weight of carbon (N.B. A quota for high carbon ferro-chrome is under consideration)	—	Zero	100 tonnes	2425/74 *O.J.* L.261 of 27.9.74, p. 21
ex 77.01 A	Unwrought magnesium: Extra pure for the nuclear industry Pure Alloyed	1974 No. 2188	Zero	492 tonnes 211 tonnes 40 tonnes	3174/74 *O.J.* L.339 of 18.12.74
78.01 AI	Unwrought lead containing at least 0.02% by weight of silver for refining	1974 No. 2188	Zero	150,000 tonnes	2421/74 *O.J.* L.261 of 27.9.74, p. 10
78.01 AII	Other unwrought lead	1974 No. 2188	Zero	7,000 tonnes	
79.01 A	Unwrought zinc	1974 No. 2188	Zero	2,550 tonnes	2422/74 *O.J.* L.261 of 27.9.74, p. 13
A variety of *handicrafts* falling in certain headings of Chapters 42, 44, 48, 55, 59, 61, 62, 64, 65, 66, 68, 74, 83, 94, 95 and 97 of the tariff, when imported under special arrangements from certain countries. (India, Pakistan, Bangladesh, Thailand, Philippines, Indonesia, Uruguay, Iran, Sri Lanka and Laos) The quota will be extended to certain additional items on 1 April 1975		1974 No. 2188	Zero	2,000,000 units of account	Relevant *O.J.* expected to be available shortly

Footnote: The United Kingdom will also participate in a tariff quota for frozen beef (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). This quota is administered by the Ministry of Agriculture.

UK NATIONAL TARIFF QUOTAS 1975					
28.04 CIV	Phosphorus	1974 No. 2023	Zero	Quota 40,000 tonnes for imports from all non-EEC sources	—
ex 47.01 AIIa)	Sulphite wood pulp	1974 No. 2023	Zero	800,000 tonnes for imports from all non-EEC sources	—
07.01 AII	New potatoes	—	Zero	110,000 long tons for imports from Cyprus only	Relevant *O.J.* expected to be available shortly

EEC preferential tariff quotas 1975 for certain (mainly Mediterranean) countries

Country	Tariff heading and brief description	UK quota rate	UK share or initial share	EEC regulation and *Official Journal* reference	UK statutory instrument where applicable
Cyprus	Man-made fibres 56.04 A, 56.04 B	4%	12 tonnes	2922/74 *O.J.* L.315 of 29.11.74, p. 25	—
	Men's and boys' outerwear 61.01 A 61.01 B and C	10p or 8% w.i.g. 8%	105 tonnes	2923/74 *O.J.* as above, p. 29	—
Egypt	Certain petroleum products of headings 27.10 AIIIa b BIIIa b1 CIIId1 27.10 CIc1 IIc1 27.10 CIIIc1 27.10 BIIIb2aa CIIId2aa 27.10 CIIIc2aa 27.10 BIIIb2bb 27.10 CIc2 CIIc2 CIIIc2bb CIIId2bb 27.11 BIc1 BIc2 27.12 AIIIa AIIIb BI BII 27.13 BIc1 BIc2 BIc3 BIIa BIIb BIIc 27.14 CIIa CIIb	1.6%ø 0.9%ø 1%ø 2.7%ø 1.8%ø 2.7% 2% 2.7% 3.2% 2% 0.5%ø 2% 1.8%ø 3.1% 0.5% 4% 2% 1.6% 4% 2.7% 0.5%ø 2%	150,000 tonnes	2926/74 *O.J.* as above, p. 41	1974 No. 2085
	Certain cotton fabrics 55.09 AI, AII, BI 55.09 BII	7% 7.2%	650 tonnes	2927/74 *O.J.* as above, p. 46	—

ø These goods are also subject to (non-protective) hydrocarbon oil duties.

Country	Tariff heading and brief description	UK quota rate	UK share or initial share	EEC regulation and *Official Journal* reference	UK statutory instrument where applicable
Malta	Cotton yarn 55.05	Zero	70 tonnes	2917/74 *O.J.* as above, p. 12	—
	Man-made fibres 56.04	Zero	75 tonnes	2918/74 *O.J.* as above, p. 15	—
	Outer garments, knitted or crocheted 60.05	Zero	20 tonnes	2919/74 *O.J.* as above, p. 18	—
	Men's and boys' outer garments 61.01	Zero	29 tonnes	2920/74 *O.J.* as above, p. 21	—
Turkey	Certain petroleum products of headings 27.10 AIII* BIIIa* BIIIb1* BIIIb2aa* BIIIb2bb CIc1* CIc2 CIIc1* CIIc2 CIIIc1* CIIIc2aa* CIIIc2bb CIIId1* CIIId2aa* CIIId2bb 27.11 BIc1 BIc2 27.12 AIIIa* AIIIb BI* BII 27.13 BIc1 BIc2 BIc3 BIIa BIIb BIIc 27.14 CIb CIIa* CIIb	Zero	36,000 tonnes	2924/74 *O.J.* as above, p. 32	—
	Cotton yarn 55.05	Zero	60 tonnes	*O.J.* as above, p. 36	—
	Certain woven cotton fabrics 55.09	Zero	540 tonnes		
	Carpets, carpeting and rugs of wool or fine animal hair, excluding handmade ex 58.01 A	Zero	35.2 tonnes		
	Hazelnuts Not in shell 08.05 GI	1%	1,974 tonnes	Relevant *O.J.* expected to be available shortly	—
	In shell ex GII	6%			
		Duty relieved by following amount per liquid gallon			
Portugal	Port wines			2908/74	1974 No. 2084
	ex 22.05 CIIIa)1	0.3682 u.a.	2,200 hectolitres for port in containers of less than 2 litres and 64,500 hectolitre for port in bulk	*O.J.* L.313 of 25.11.74, p. 42	
	ex b)1aa)	0.3000 u.a.			
	ex bb)	0.3000 u.a.			
	ex CIVa)1	0.3954 u.a.			
	ex b)1aa)	0.3273 u.a.			
	ex bb)	0.3273 u.a.			
	Madeira and Setubal Muscatel wines			2909/74 and 2910/74	
	ex 22.05 CIIIa)1	7½p + 0.1105 u.a.	1,370 hectolitres for Madeira and 610 hectolitres for Setubal Muscatel	*O.J.* as above, pp. 46 and 49	
	ex b)1aa)	6p + 0.0900 u.a.			
	ex bb)	7½p + 0.0900 u.a.			
	ex CIVa)1	7½p + 0.1187 u.a.			
	ex b)1aa)	6p + 0.0982 u.a.			
	ex bb)	7½p + 0982 u.a.			

* Hydrocarbon oil duty payable on these headings.

Temporary suspension of the Common Customs Tariff of the Community

The Department of Trade has been notified by the EEC Commission of proposals for new suspensions of the Common Customs Tariff (CCT) to operate from 1 July 1975, in respect of the goods listed overleaf. A further list will be published shortly.

The Department will wish to take account of United Kingdom interests in making its views known to the Community of Nine before decisions are taken as to whether these proposed suspensions should be granted.

United Kingdom producers are entitled to object to the granting of any of these proposed suspensions where they consider that they are able to supply the whole or the greater part of the needs of the Community of Nine and that their interests might be affected adversely by the loss or reduction of Community preference on exports to the original Community of Six or by reduced tariff protection in the United Kingdom, which a suspension of the CCT would entail.

As a member of the Community the United Kingdom will normally adopt fully any new CCT suspensions which are agreed by the Council of Ministers except where United Kingdom producers object on the ground that they can meet the greater part of the United Kingdom demand but not that of the Community of Nine. In the latter event the United Kingdom transitional tariff will be aligned progressively in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession towards the suspended level of the CCT instead of being reduced immediately to the suspended CCT rate.

United Kingdom producers who wish to object to the granting of a proposed suspension of the CCT listed below or the immediate adoption by the UK of any of the proposed CCT suspensions, should provide as much as possible of the following information:

i estimated Community (Nine countries, including the United Kingdom) demand in 1975 and 1976;
ii estimated United Kingdom demand in 1975 and 1976;
iii United Kingdom production expected to be available in 1975 and 1976 for:
  a The United Kingdom market;
  b the rest of the Community;
  c exports to other countries.

This information should be given in writing to the Department of Trade, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than 31 January 1975. Inquiries: tel. 01-215 5515 (chemicals) and 01-215 3576 (other goods).

Tariff heading	Description	Proposed CCT suspended rate of duty	Applicant State
ex 03.01 B Im)2	Mackerel, fresh, chilled or frozen whole, headless or in pieces intended for the processing industry	Free*	Denmark
ex 16.05 B	Shrimps and prawns of the Pandalus Borealis variety, boiled in water and shelled, whether or not frozen, intended for industrial manufacture of products falling within heading No. 16.05	†Free within a quota of 500 tonnes	Denmark
ex 28.16	Anhydrous ammonia for fertilisation	Free	Denmark
ex 29.34 (b)	Glahard (Dimethylin dichloride) used for glass processes	Free	Ireland

NOTE:
Proposed period of operation is for one year beginning 1 July 1975 except for the following:
* Periods limited to (i) 1 July 1975 to 14 February 1976 and (ii) 16 June to 30 June 1976.
† Period limited to 1 July to 31 December 1975.

Tariff quotas for goods from third countries

Two notices appeared in *Trade and Industry* of 2 January stating that Orders had been made opening tariff quotas for certain goods imported from third countries, namely:

newsprint, certain coniferous plywood, ferro-silicon, bullion and other unwrought lead, three kinds of unwrought magnesium, unwrought zinc, certain silk yarns, certain fresh eels, certain dried grapes, and certain handwoven fabrics and handicrafts imported from a number of (developing) countries that certify that the goods are hand made and for certain iron and steel products from developing countries.

The Statutory Instrument Numbers of these two orders are as follows:

1 The Import Duties (Quota Relief) (No. 9) Order 1974 (Note: Not as stated in the Notice The Customs Duties (Quota Relief) (No. 9) Order) (SI 2188/74)
2 The Import Duties (Quota and Other Reliefs) (No. 2) Order 1974 (SI 2181/74).

EEC information – Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:
HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE. Tel: 01-626 1515

		Extn.
Community Transit	International Customs Division D —Branch 1	
	traders A-K	2263
	traders L-Z	2561
EEC Mediterranean Agreements, Greece and Turkey	International Customs Division D —Branch 2	2561
EEC Mediterranean Agreements, except Greece and Turkey, Anglo-Danish Free Trade Agreement	International Customs Division E —Branch 3	2504
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Customs Division E —Branch 3	2504
Compensatory levies	International Customs Division G —Branch 3	2343/2307
European Communities—general inquiries	International Customs Division D	2478
	—Branch 4	2431
EEC Free Trade Agreements with EFTA countries	International Customs Division E —Branch 4	2385/2165
Copies of public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

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HMSO BOOKS

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 3247/74 laying down certain detailed rules for the application of Regulation (EEC) 2496/74 amending the prices applicable in agriculture for the 1974/75 marketing year. (*Official Journal* L346, 24 December 1974)

Regulation (EEC) 3259/74 amending Regulation (EEC) 974/71 on certain measures of conjunctural policy to be taken in agriculture following the temporary widening of the margins of fluctuations for the currencies of certain Member States. (*Official Journal* L349, 28 December 1974)

The *Official Journal of the European Communities* C160, 30 December 1974 contains details of changes and additions to the Notice on import and export licences and advance fixing certificates for agricultural products, published in *Official Journal* C29, 12 May 1973.

Sugar. Regulation (EEC) 3193/74 fixing for the 1974/75 sugar marketing year the derived intervention price for white sugar, the intervention price for raw beet sugar and the minimum prices for beet in Ireland and the United Kingdom. (*Official Journal* L341, 20 December 1974)

Regulation (EEC) 3263/74 amending Regulation (EEC) 1689/74 fixing accession compensatory amounts for the 1974/75 sugar marketing year. (*Official Journal* L349, 28 December 1974)

Processed agricultural products. Regulation (EEC) 3206/74 laying down detailed rules for the application of a charge on the exportation of certain goods covered by Regulation (EEC) 1059/69. (*Official Journal* L341, 20 December 1974)

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Dehydrated fodder. Regulation (EEC) 3207/74 amending Regulations (EEC) 1370/74 and 1909/74 as regards declarations of areas of fodder for dehydration. (*Official Journal* L341, 20 December 1974)

Cereals. Decision 74/626/EEC amending 'inter alia' Decision 73/292/EEC laying down safeguard measures applicable to certain cereal products of Italian origin exported from the Community. (*Official Journal* L343, 21 December 1974)

Regulation (EEC) 10/75 amending Regulation (EEC) 2021/74 laying down detailed rules as regards production refunds in the cereal and rice sectors. (*Official Journal* L1, 3 January 1975)

Milk and milk products. Decision 74/629/EEC amending Decision 72/474/EEC authorising Germany to sell butter at a reduced price in the form of concentrated butter. (*Official Journal* L343, 21 December 1974)

Flax and hemp. Regulation (EEC) 3246/74 amending Regulation (EEC) 3499/73 authorising the United Kingdom to suspend temporarily customs duties on certain flax and flax tow imported from other Member States by substituting 31 December 1975 for 31 December 1974 in Article 1. (*Official Journal* L346, 24 December 1974)

Plants and seeds. Directive 74/647/EEC on control of carnation leaf-rollers. (*Official Journal* L352, 28 December 1974)

Wine. Directive 74/648/EEC amending Directive 68/193/EEC on the marketing of material for the vegetative propagation of the vine. (*Official Journal* L352, 28 December 1974)

Directive 74/649/EEC on the marketing of material for the vegetative propagation of the vine produced in third countries. (*Official Journal* L352, 28 December 1974)

Animal health. Decision 74/650/EEC supplementing the Community programme of research into classical swine fever and African swine fever. (*Official Journal* L352, 28 December 1974)

COMMERCIAL POLICY – COMMUNITY SURVEILLANCE: The *Official Journal of the European Communities* L346, 24 December 1974 contains the text of Regulation (EEC) 3244/74 amending and extending the period of validity until 31 December 1975, of Regulation (EEC) 1626/72 establishing Community surveillance over imports from Japan of certain electronic calculating machines.

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Official Journal of the European Communities* L346, 24 December 1974 contains the text of Regulation (EEC) 3238/74 temporarily and partially suspending for the period 1 January to 30 June 1975 the autonomous Common Customs Tariff duties on a number of agricultural products as set out below.

CCT heading no.	Description of goods	Autonomous CCT duties
ex 03.01 C	Roes, fresh, chilled or frozen	Total suspension
ex 03.02 C	Roes, salted or in brine	Total suspension
ex 07.05 B I	Beans, dried, leguminous, white (of the species phaseolus) intended for the production of canned baked bean products (a)	Total suspension
ex 08.01 A	Dates, fresh or dried, intended for processing other than distillation (a)	Total suspension
ex 08.02 A II	Bitter or seville oranges, fresh or dried	8%

(a) This suspension shall be subject to such conditions as may be determined by the competent authorities.

Further information. Department of Trade, Export Services and Promotions Division, Overseas Tariffs and Regulations Branch, Export House, 50 Ludgate Hill, London EC4 7HU, tel. 01-248 5757, ext. 408/482/7174 (duties, taxes, etc., on imports into the EEC other than the United Kingdom); Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5519 (imports into the United Kingdom).

ECSC LEVY: The *Official Journal of the European Communities* L340, 19 December 1974, contains the text of Decision 74/618/ECSC concerning documents which iron and steel undertakings must produce for inspection by officials or authorised agents of the Commission carrying out checks regarding the ECSC levy.

Further information. Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 7286.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	685	−9	694
1971	101	103	100	94	102	−7	−126	52	−4	1,050	285	765
1972	104	109	103	85	115	−39	205	48	3	72	−677	749
1973	109	114	108	90	121	674	374	32	242	−1,198	−2,355	1,157
1972 1st qtr.	101	106	103	90	107	−36	−62	17	−16	84	−121	205
2nd qtr.	104	108	103	84	115	−27	−106	1	38	121	−64	185
3rd qtr.	104	110	102	82	115	−13	−42	6	−13	−114	−284	170
4th qtr.	106	111	105	83	123	−37	7	24	−6	−19	−208	189
1973 1st qtr.	110	115	111	89	126	257	146	11	32	−192	−351	159
2nd qtr.	109	112	104	86	112	202	61	−9	163	−197	−399	202
3rd qtr.	110	114	109	91	120	94	68	6	22	−272	−602	330
4th qtr.	110	114	109	94	124	121	99	24	25	−537	−1,003	466
1974 1st qtr.	106	113	111	99	111	−261	−100	8	−73	−964	−1,279	315
2nd qtr.	109	112	103	99	107	227	138	42	11	−990	−1,363	373
3rd qtr.	111	114	103	99	115	179	216	−30	−28	−981	−1,162	381
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	−0.8	−6.7	+2.4	−5.9							
on a year earlier	+0.5	−0.2	−3.6	+11.5	−4.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour				Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults		Exports	Imports
				monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count		monthly averages	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972					Series in	
£m in base year			15,895	thousands						thousands		thousands		£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186		658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129		733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145		761	818
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.4	123.2*	115.5	581	2.6	304		955	1,151
1972 4th qtr.	105.8	106.0	109.2	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179		871	940
1973 1st qtr.	109.9	109.9	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228		878	995
2nd qtr.	109.6	110.1	108.3	136	177.9	9.3	133.3	120.1*	112.6	605	2.6	289		931	1,064
3rd qtr.	110.7	111.4	110.6	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334		996	1,197
4th qtr.	109.4	110.4	112.0	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364		1,013	1,384
1974 1st qtr.	103.4	105.5	109.9	103	101.4†	12.9	214.3	138.4	125.0	543	2.4	285		1,136	1,562
2nd qtr.	107.8	109.3	107.5	104	107.5	15.8	215.8	148.9	131.7	552	2.4	309		1,304	1,758
3rd qtr.	109.0	110.6	111.0	108	110.2	17.0	216.1	155.8	142.7	600	2.7	306		1,391	1,778
1973 Sept.	110.8	111.6	110.6	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349		1,044	1,239
Oct.	111.6	112.3	111.2	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363		988	1,385
Nov.	110.5	111.9	112.1	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368		1,028	1,304
Dec.	106.2	107.0	112.6	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362		1,025	1,354
1974 Jan.	101.2	102.3	109.2	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304		1,012	1,396
Feb.	103.1	106.6	110.2	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278		1,157	1,599
Mar.	105.7	107.0	110.1	106	102.6	13.5	217.0	142.2	126.5	545	2.4	274		1,225	1,692
Apr.	107.3	109.0	108.1	96	106.1	15.2	217.4	146.3	127.9	546	2.4	297		1,277	1,667
May	107.5	108.6	105.8	105	107.6	15.9	216.0	148.9	132.0	548	2.4	314		1,294	1,776
June	108.6	110.4	108.3	111	108.7	16.5	213.9	151.1	136.8	561	2.5	317		1,341	1,832
July	109.5	111.0	109.3	105	109.7	17.1	214.6	153.5	139.7	582	2.6	317		1,340	1,813
Aug.	109.4	111.4	111.5	102	109.8	16.9	216.7	156.1	145.4	606	2.7	298		1,391	1,711
Sept.	108.1	109.4	112.3	118	111.0	17.1	216.3	158.6	146.1	612	2.7	303		1,443	1,812
Oct.	107.9	108.5	111.6	102	113.2	17.1	223.7 p	162.2 p	148.2	607	2.7	297		1,346	1,781
Nov.			112.6	95	115.2	18.3	228.5 p	165.0 p	153.2	608 p	2.7 p	276 p		1,297 p	1,831 p
% change latest 3 months on prev. 3 months	−0.1	−0.2	+3.0	−0.9	+3.4		+3.6	+5.4	+6.1	+7.9		−5.3		+0.3	+1.3
on a year earlier	−2.2	−1.7	+0.8	−17.5	+17.5		+38.6	+27.0	+23.9	+12.9		−13.8		+33.5	+38.1

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Made-up clothing: orders and deliveries

In the third quarter 1974, deliveries by the clothing industry were provisionally estimated to have been 1 per cent higher than in the preceding quarter. Net new orders however were 9 per cent lower and orders-on-hand at the end of September were 9 per cent below the end June level.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter	150	160	102	114	115	116
4th quarter	155	155	129	117	120	118
1974 1st quarter	163	173	111	117	107	105
2nd quarter p	172	161	123	118	114	117
3rd quarter p	138	147	97	107	116	118
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	155	141	114	112	117
June	175	163	129	138	117	119
July	161	158	90	110	111	117
August	157	167	97	121	103	114
September	150	160	118	109	130	117
October	159	160	165	131	137	121
November	164	153	141	112	128	121
December	155	155	81	108	95	113
1974 January	166	163	96	115	92	106
February	169	174	122	129	108	102
March	163	173	116	107	122	107
April p	172	182	134	137	115	117
May p	184	168	135	109	108	113
June p	172	161	100	107	117	120
July p	158	155	86	105	113	118
August p	145	154	87	109	106	118
September p	138	147	117	108	130	117

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January-October 1974 the amount of cloth woven was 6 per cent lower than in the corresponding period of 1973. Production of single yarn decreased by 9 per cent and doubled yarn by 10 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1973 January*	2.5	1.7	1.6		9.3	9.7
February	2.6	1.9	1.7		10.0	10.2
March	2.5	2.0	1.8		10.0	10.4
April	2.2	1.7	1.6		8.8	9.4
May*	2.5	2.0	1.8		9.5	10.1
June	2.0	1.8	1.5		9.5	10.1
July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8
August	2.2	2.0	1.6		8.6	10.8
September	1.8	1.5	1.3		6.8	9.9
October*	2.2	1.7	1.6		9.0	11.4

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

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Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in October 1974 was 12 per cent lower than in October 1973. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-October 1974 woven fabrics (excluding blankets) were 7 per cent less than in the corresponding period of 1973; deliveries of worsted yarn (excluding semi-worsted yarn) were 13 per cent lower. Production of wool and hair tops was 29 per cent less but that of man-made fibre tops 4 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136 6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter		10.0	14.0	28.0	20.6	23.0	19.4	6.4
1973 January	14.3	6.8	4.2	12.9	9.5	8.7	8.2	3.3
February	12.3	6.1	4.0	11.3	8.6	7.9	7.7	2.5
March	14.1	7.0	5.1	12.6	9.7	9.3	8.6	2.8
April	11.4	5.6	4.6	10.3	7.8	7.5	7.1	2.5
May	11.5	5.5	4.9	11.1	8.5	9.7	7.4	2.5
June	12.0	5.5	4.4	12.1	8.3	9.9	7.2	2.3
July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	10.3	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September	9.0	3.6	4.2	9.7	6.8	7.9	6.8	2.6
October		3.3	4.9	10.1	8.4	8.2	7.9	2.5

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In October deliveries of semi-worsted yarn were 1.0 million kilos.

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Wholesale price indices in December

The provisional price index of materials and fuel purchased by manufacturing industry fell in December by ½ per cent to 222.0 (1970 = 100). Imported steel, copper and silver were the most significant items at lower prices. The revised price index for fuel rose by ½ per cent on provisional figures for December. This index has increased by 10 per cent in the three months October to December following an increase of 5½ per cent in the previous quarter.

The price index for materials and fuel purchased by the food manufacturing industry has been revised for the last two years (see footnote to the table). There was little change in the provisional index for December with small rises in the cost of fuel, packaging, fish and home-produced meat offsetting lower prices in certain imported materials, particularly cereals and vegetable oils. In the three months October to December there has been an increase of 9½ per cent in the index compared with an increase of ½ per cent in the preceding nine months.

The provisional price index for home sales of manufactured products rose by 1½ per cent to 167.2 in December. This index has continued to rise at a steady rate, an increase of 5½ per cent in the three months October to December following an increase of 5 per cent in the previous quarter. The provisional price index for the output of the food manufacturing industry rose by 2 per cent in December with chocolate and sugar confectionery the most significant items. The increase in food prices together with higher prices for petroleum products and vehicles accounted for two-thirds of the overall December increase.

1970 = 100

	1974		
	Oct.	Nov. p	Dec. p
Output prices (Home sales)			
All manufactured products	162.2	164.7	167.2
Products of manufacturing industries other than food, drink and tobacco industries	168.6	170.6	173.0
Products of the food manufacturing industries	172.4	179.1	182.6
Prices of materials and fuel purchased			
By all manufacturing industry*	220.1	222.7	221.6
By all manufacturing industry other than food, drink and tobacco industries	236.9	237.0	235.7
By food manufacturing industries*	181.9	189.5	189.4

p = provisional.
* A change of indicator for imported raw cane sugar, reflecting the changes in the market, has resulted in revisions to these indices.

Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3549 (Engineering); 5216 (Chemicals, Steel, Building Materials, etc.); 3548 (Textiles, Clothing, Timber, Paper, etc.); 5844 (Imported Commodities); 3544, Tables 1 and 2 indices.

The full article will be published next week.

Retail sales – provisional estimates for December 1974

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in December is 111½ (1971 = 100), indicating some fall back from the November level.

The pattern of trade in November and December seems likely to have been influenced by the effects of pre-Budget buying and also the special £10 payment to pensioners (which was paid, generally, towards the end of November). While it is not possible to quantify the extent of these factors, the provisional estimate for December still suggests a continuation of the broadly flat underlying trend in the volume of trade which has been evident in recent months.

Since the recovery in the middle of the year, the average volume of sales in the five months ending in December has been about ½ per cent above the average level in the second half of 1973.

In the second half of 1974, the average volume of retail sales has been about 2½ per cent above the average level in the first half of the year, when trade was relatively depressed.

For 1974 as a whole, the average volume of sales has been about ½ per cent below the average level in 1973.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of retail sales in December shows a rise of 18 per cent compared with December last year. For 1974 as a whole, the total value of sales was about 16 per cent higher than in 1973.

Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1973 1st quarter	111.8	1973 1st quarter	+16
2nd quarter	108.3	2nd quarter	+12
3rd quarter	110.6	3rd quarter	+12
4th quarter	112.0	4th quarter	+13
1974 1st quarter	109.9	1974 1st quarter	+11
2nd quarter	107.5	2nd quarter	+15
3rd quarter	111.1	3rd quarter	+18
4th quarter	112.0 (prov.)	4th quarter	+18 (prov.)
1973 September	110.6	1973 September	+13
October	111.2	October	+14
November	112.1	November	+14
December	112.6	December	+13
1974 September	112.3	1974 September	+19
October	111.6	October	+18
November	112.9	November	+19
December	111½ (prov.)	December	+18 (prov.)

Notes: provisional figures

The volume index is given to the nearest ½ per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

The provisional figures are made available by press notice in advance of this article. The final figures for December will be published in a press notice on Monday, 3 February 1975.

Index of retail sales in Northern Ireland

The seasonally adjusted index of retail sales in Northern Ireland for October was 178 (1965 = 100), 13 per cent more than in October **1973.**

After allowing for price changes, the total volume of sales in October showed a fall of some 5 per cent compared with the corresponding period last year.

The seasonally adjusted index numbers of the value of sales in October and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		October 1974	
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	178	13
Food shops	97	184	14
Non-food shops	122	170	10
Of which:			
Clothing and footwear shops	36	163	10
Durable goods shops	21	170	3
Miscellaneous non-food shops	43	197	17
Department and general stores	22	133	7

Letters to the Editor

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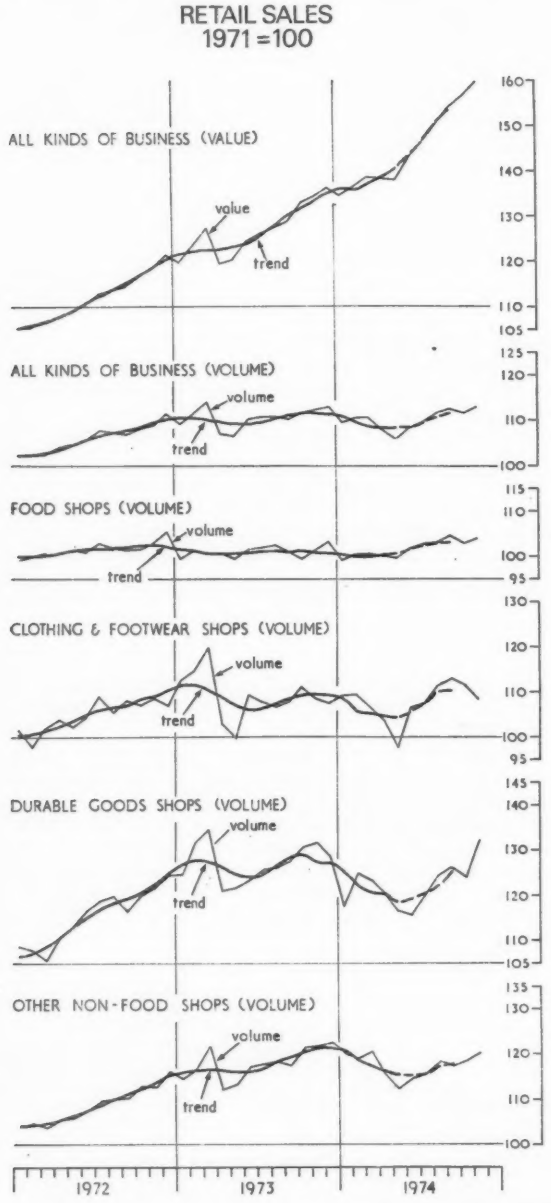
Retail sales in November

Volume

The final seasonally adjusted index of the volume of retail sales in November is 112.9 (1971 = 100), rather higher than provisionally estimated. The increase between October and November, which is estimated at 1-1½ per cent, stemmed mainly from a sharp rise in sales by durable goods shops – perhaps reflecting, in part, some pre-Budget buying.

However, it would still appear that the underlying trend in the volume of trade has been broadly flat following the recovery around the middle of the year. In the four months ending in November, the average volume of sales was ¾ per cent above the average level in the second half of last year.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked • which are of five weeks. The November 1974 sales period was the four weeks from 27 October 1974 to 23 November 1974. The corresponding period in 1973 was from 28 October 1973 to 24 November 1973.

(†) Including department stores and mail order businesses.

The provisional estimates for December are on page 135.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1972 1st quarter	102.1	99.9	103.7	100	107	104
2nd quarter	104.8	101.1	107.4	104	114	107
3rd quarter	107.3	101.7	111.4	108	118	111
4th quarter	109.2	103.1	113.5	107	122	114
1973 1st quarter	111.8	100.8	119.8	116	130	118
2nd quarter	108.3	100.7	113.8	105	122	115
3rd quarter	110.6	101.4	117.3	108	127	118
4th quarter	112.0	101.3	119.8	109	130	121
1974 1st quarter	109.9	100.1	117.0	107	122	120
2nd quarter	107.5	100.8	112.3	103	118	115
3rd quarter	111.1	103.3	116.9	111	124	117
1973 September•	110.6	101.0	117.7	108	128	118
October	111.2	99.4	119.7	110	129	121
November	112.1	100.9	120.3	109	132	121
December•	112.6	103.1	119.4	108	128	121
1974 January	109.2	99.4	116.4	108	117	120
February	110.2	100.3	117.5	108	125	119
March•	110.1	100.6	117.0	106	123	120
April	108.1	100.3	113.8	105	120	116
May	105.8	100.2	109.8	98	117	113
June•	108.3	101.7	113.2	106	116	115
July	109.3	102.3	114.4	107	120	116
August	111.5	102.7	117.9	112	125	118
September•	112.3	104.5	118.0	113	126	117
October	111.6	102.8	117.9	111	124	119
November	112.9	103.9	119.5	108	132	120
1974 June-Aug.	109.6	102.2	115.0	108	120	116
Sept.-Nov.	112.3	103.8	118.4	111	127	119
Percentage increase	2.5	1.6	3.0	3	6	2

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1972 1st quarter	105.8	104.7	106.6	104	109	107
2nd quarter	109.3	106.4	111.4	110	115	111
3rd quarter	114 1	110.2	117.0	116	121	116
4th quarter	118.6	114.3	121.7	118	127	121
1973 1st quarter	123.5	115.5	129.3	130	138	126
2nd quarter	122.0	119.9	123.6	121	128	123
3rd quarter	127.8	124.5	130.2	129	136	129
4th quarter	134.2	131.3	136.3	134	141	136
1974 1st quarter	136.7	134.6	138.2	139	135	139
2nd quarter	140.5	139.7	141.0	141	135	143
3rd quarter	150.5	147.9	152.4	157	146	153
1973 September•	129.3	126.3	131.5	130	138	130
October	132.4	128.4	135.3	134	139	135
November	134.1	130.9	136.4	133	143	135
December•	135.7	134.0	137.0	135	141	137
1974 January	134.6	133.1	135.6	137	129	137
February	136.8	134.2	138.7	141	137	138
March•	138.2	136.1	139.8	139	137	141
April	138.8	137.4	139.8	140	135	141
May	138.5	139.0	138.2	134	135	141
June•	143.4	142.1	144.4	147	136	146
July	146.5	144.6	147.8	149	142	149
August	150.4	146.6	153.1	158	146	154
September•	153.9	151.5	155.6	162	149	155
October	156.3	153.1	158.6	163	148	160
November	160.1	157.5	162.0	159	161	164
1974 June-Aug.	146.5	144.3	148.1	151	141	149
Sept.-Nov.	156.5	153.8	158.5	161	152	159
Percentage increase	6.8	6.6	7.0	7	8	7

In the five months July-November, the average volume of retail sales was 2¾ per cent above the average level in the first half of the year, when trade was relatively depressed. Within the total, sales by food shops were up by 2¾ per cent; sales by clothing and footwear shops and by durable goods shops were each up by 5 per cent, and sales by other non-food shops (which include department stores and mail-order businesses) were up by 1 per cent.

Taking the first 11 months of the year together, the average volume of sales was ½ per cent below the average level in the corresponding period of 1973.

Value

Based on non-seasonally adjusted data, the value of total retail sales in November shows a rise of 19 per cent compared with November of last year. On the longer term comparison, the cumulative value of sales in the first 11 months of this year was 15 per cent above the corresponding period last year.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Hire purchase and other instalment credit business in November 1974

Finance houses and retailers advanced £223 million in new instalment credit agreements in November (in seasonally adjusted terms). This was slightly less than in October but more than other recent months. Finance houses advanced £88 million and retailers advanced £135 million of the November total. Taking the latest three months, September-November, as a whole, finance houses advanced £277 million, 5 per cent more than in the preceding three months; retailers advanced £393 million, 6 per cent more than in the previous three months, June-August.

The average weekly value of retailers' sales on instalment credit terms increased in November, continuing their general upward trend in 1974. In the latest three months weekly instalment credit sales by all types of retail business increased on average by 6 per cent compared with the previous three months. The main increases between these two three-monthly periods were in credit sales by durable goods shops – up 11 per cent – and department stores – up 7 per cent. Other instalment credit retailers (mainly mail-order businesses) increased their sales by 3 per cent.

The total debt outstanding to retailers and finance houses decreased by a further £12 million during November bringing the total decrease during the three months September-November to £27 million, the same as in the June-August period. The debt outstanding to finance houses decreased by £23 million in the September-November period compared with a drop of £41 million in the previous three months. Debt outstanding to retailers decreased by £4 million in the latest three months following an increase of £14 million in the previous three. At the end of November the total debt outstanding to retailers and finance houses was £2,313 million (*not* seasonally adjusted), 6 per cent less than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1973 1st quarter	761	171	397	131	364	40
2nd quarter	681	87	338	62	343	25
3rd quarter	717	103	366	82	351	21
4th quarter	712	77	352	57	360	20
1974 1st quarter	576	−69	233	−56	343	−13
2nd quarter	612	−45	255	−45	357	—
3rd quarter	648	−16	271	−28	377	12
1974 April	201	−14	83	−16	118	2
May	206	−17	89	−12	117	−5
June	205	−14	83	−17	122	3
July	216	−9	93	−10	123	1
August	215	−4	86	−14	129	10
September	217	−3	92	−4	125	1
October	230	−12	97	−14	133	2
November	223	−12	88	−5	135	−7
1974 June-Aug.	636	−27	262	−41	374	14
Sept.-Nov.	670	−27	277	−23	393	−4
Percentage increase	5		5		6	
Debt outstanding at 31 December 1973 (unadjusted)	—	2,485	—	1,638	—	847

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1973 1st quarter	181	176	184	184
2nd quarter	170	161	175	176
3rd quarter	175	162	181	182
4th quarter	179	163	185	190
1974 1st quarter	171	117	175	206
2nd quarter	177	124	181	212
3rd quarter	187	133	205	221
1974 April	176	124	168	212
May	174	121	184	209
June*	180	127	189	215
July	183	131	200	217
August	191	133	204	228
September*	186	135	210	219
October	198	145	212	233
November	201	154	211	232
1974 June-Aug. av.	184	130	197	220
Sept.-Nov. av.	195	144	211	227
Percentage increase	6	11	7	3

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by November 1974 sales was the four weeks from 27 October 1974 to 23 November 1974. The corresponding period in 1973 was from 28 October 1973 to 24 November 1973.

Turnover of the catering trades in November 1974

The total turnover of the catering trades in the three months' period September to November 1974 was nearly 7 per cent higher than in the preceding three months, at current prices and after allowing for normal seasonal movements. This three months on three months increase now seems to be stabilising at a level considerably higher than the underlying trend of recent years.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1974	3rd quarter	15	16	13	16	18
	October	18	17	16	19	20
	November	18	15	17	19	22

Turnover for all caterers in the three months September to November 1974 was 17 per cent more than in the same period last year. All components of the all-caterers index showed similar improvements in turnover for this period, with public houses (the largest component) recording an increase of 18 per cent and licensed hotels and holiday camps an increase of 17 per cent. Restaurants, cafes, and fish and chip shops increased turnover by 15 per cent and canteens (the smallest component of the index) increased turnover by 20 per cent.

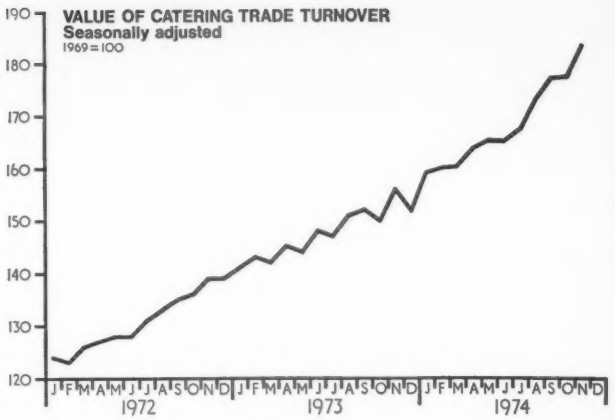


TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week (†) 1969 = 100

		Value at current prices (turnover in 1969 – £2,533 million)
1969		100
1970		108
1971		118
1972		131
1973		148
1970	1st quarter	105
	2nd quarter	108
	3rd quarter	109
	4th quarter	111
1971	1st quarter	115
	2nd quarter	117
	3rd quarter	119
	4th quarter	122
1972	1st quarter	125
	2nd quarter	128
	3rd quarter	133
	4th quarter	138
1973	1st quarter	142
	2nd quarter	146
	3rd quarter	150
	4th quarter	153
1974	1st quarter	160
	2nd quarter	165
	3rd quarter	173
1974	January	161
	February	160
	March•	160
	April	164
	May	165
	June•	164
	July	167
	August	173
	September•	177
	October	177
	November	183
1974	June-August	168
	September-November	179
Percentage increase		7

† The monthly periods consist of four weeks except those marked • which are of five weeks. The November 1974 period was the four weeks from 27 October 1974 to 23 November 1974; the November 1973 period was the four weeks from 28 October 1973 to 24 November 1973.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published in November 1972 under the title *Catering Trades 1969: Statistical Inquiry* (HMSO 32p net).

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the nine weeks ended 30 November 1974.

Distributors' Earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	77,227
Not eligible for 2½ times rental	31,235
	108,462
High cost films (including newsreels after multiplying by 2½)	663,585
	772,047
Films under 3,000 ft. (after multiplying by 2½)	77,732
	849,779
Levy collections paid to the Agency by HM Customs and Excise to 17 December 1974 including an estimate of collections approximately covering entertainments for the nine weeks ended 30 November 1974	797,000

The First Interim Allocation for the eighteenth year will be at the rate of 40 per cent.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 10 January 1975.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2379	BR/E 37808/12/1/80	10	10 January	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2379A	BR/E 37809/12/1/80	7	10 January	British Movietonews Ltd.	British Movietonews Ltd.

National Food Survey: household food consumption in the third quarter of 1974

The main results of the National Food Survey for the third quarter of 1974 are summarised in the tables below. The estimates are derived from records provided by a sample of 1,736 households throughout Great Britain.

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) in the third quarter of 1974 rose by 9p (2.9 per cent) to £3.16 per person per week. The increase in expenditure was due principally to some further recovery in the real value of household food purchases per head from the low level to which it had fallen during the exceptional circumstances prevailing in the first quarter of the year. The main changes were increases of 6p for meat and poultry, 3p for fruit and 2p for cereal foods other than bread, with a decrease of 5p in expenditure on vegetables. Compared with the third quarter of 1973, average expenditure rose by 35p (12.3 per cent) while the general level of food prices paid by housewives participating in the Survey rose by 13.3 per cent; the implied slight fall in the real value of food purchases continued to be due principally to a decrease in purchases of convenience foods, particularly canned foods.

Average consumption of liquid milk was maintained at 4.76 pints per person per week, and although the average price of ordinary grade milk was 1p per pint lower than in the corresponding period of 1973 (16 per cent lower in money terms but about 30 per cent lower in real terms), the increase in consumption over the year was minimal. Consumption of cheese also showed no change compared with the previous quarter or with the third quarter of 1973, the average remaining at 3.85 oz. per person per week. Between the second and third quarters of 1974 there was hardly any further change in consumption of butter and of margarine, but over the year the latter lost ground to the former as the price differential between them narrowed; there was also some further displacement of lard and cooking fat by cooking oils. The average price paid by housewives for eggs fell from 36p per dozen in April-June to 32½p in July-September but this had no effect in stimulating consumption, which fell slightly to 4.21 eggs per person per week and was also slightly lower than in July-September 1973. Demand has gradually been weakening for several years and consumption has consistently failed to show any marked response to moderate changes in price.

Although household purchases of sugar fell to an average of 13.2 oz. per person per week for the third quarter of 1974, the average for the nine months from January to September (13.7 oz.) was very slightly above that for the corresponding period of 1973, as was the total amount delivered to retail shops. There had been evidence of some households making unusually large purchases of sugar in June, 1974, and this continued in July when the average quantity purchased rose further to 15.8 oz. per person per week, mainly because housewives made purchases more frequently (on average, on 1.45 occasions each week per buying household compared with 1.33 occasions in June). The average purchase fell to 12.2 oz. per person per week in August, despite a further increase in the frequency of purchasing to 1.54 occasions per buying household per week. During August there was a fall in the average size of purchase from 46.2 oz. to 34.8 oz., possibly reflecting limitations by retailers on the amount of sugar which the customer could buy at any one time. In September the average quantity fell further to 11.5 oz. per person per week and the average size of purchase fell to 33.7 oz. The number of purchases made in a week by those households successful in making at least one purchase fell to 1.43.

Supplies of beef were greater in the third quarter of 1974 than in the corresponding period of 1973, and household consumption rose to 7.37 oz. per person per week compared with 5.92 oz.; the average price paid for beef by housewives was 57.7p per lb. compared with 57.3p, equivalent to a decrease of 14 per cent in real terms. Over the same period, consumption of lamb rose from 4.41 oz. to 4.73 oz., and that of pork from 2.96 oz. to 3.15 oz., giving a total increase in consumption of red carcase meat (bought as such) of 1.95 oz. (nearly 15 per cent). Average purchases of bacon and ham and of sausages also showed modest increases compared with a year previously, and all these increases were only partly offset by small decreases for poultry and for processed meats. In contrast, a slight increase in recorded consumption of fresh and cured fish from 2.84 oz. to 2.88 oz. was more than offset by decreases in purchases of canned salmon and frozen convenience fish products.

Consumption of fresh green vegetables averaged 16.6 oz. per person per week compared with 15.7 oz. a year earlier, the increase being

TABLE 1 Estimates of average household food consumption

oz per person per week (a)

	Year 1972	Year 1973	3rd quarter 1973	2nd quarter 1974	3rd quarter 1974
Liquid milk (pints)	4.62	4.75	4.67	4.75	4.76
Other milk (eq. pints)	0.40	0.38	0.40	0.35	0.38
Cheese	3.53	3.75	3.84	3.85	3.85
Butter	4.79	5.24	5.17	5.59	5.53
Margarine	3.52	3.03	2.83	2.59	2.54
Lard and compound cooking fats	1.89	1.83	1.72	1.81	1.68
Eggs: purchases (number)	4.24	4.11	4.12	4.06	3.99
consumption (number)	4.41	4.23	4.27	4.26	4.21
Preserves	2.56	2.51	2.37	2.34	2.42
Sugar	15.02	13.69	13.98	13.80	13.21
Beef and veal	6.90	6.31	5.92	6.74	7.37
Mutton and lamb	4.96	4.44	4.41	3.71	4.73
Pork	3.10	3.00	2.96	3.82	3.15
Bacon and ham, uncooked	4.68	4.41	4.30	4.26	4.46
Bacon and ham, cooked (including canned)	0.96	0.93	1.13	1.01	1.08
Poultry and cooked chicken	5.69	6.09	5.98	5.39	5.75
Other cooked meat (not canned)	0.63	0.58	0.69	0.71	0.66
Other canned meat	2.40	2.45	2.54	2.23	2.19
Offals	1.24	1.17	1.05	0.96	1.02
Sausages, uncoooked	3.55	3.41	3.31	3.48	3.46
Other meat products: meat pies and sausage rolls (ready-to-eat)	0.72	0.75	0.84	0.66	0.66
all other (not frozen)	2.28	2.24	2.25	2.30	2.16
Fish, fresh and processed	3.34	2.97	2.84	2.70	2.88
Canned fish	0.67	0.68	0.78	0.55	0.68
Fish and fish products, frozen	1.04	1.06	1.01	1.01	0.90
Fresh green vegetables	13.28	12.48	11.12	11.12	16.55
Tomatoes fresh	3.66	3.82	3.84	3.84	5.88
Other fresh vegetables	9.86	10.11	9.67	8.00	9.53
Frozen vegetables	2.17	2.78	2.78	2.94	2.56
Canned tomatoes	0.98	0.91	0.78	0.96	0.90
Canned peas	2.95	2.76	2.83	3.28	2.54
Canned beans	3.72	3.18	3.80	3.70	3.19
Potatoes (excluding processed) purchases	42.76	43.26	36.71	41.31	37.30
consumption	46.70	45.93	41.36	42.93	43.55
Citrus fruit	4.80	5.24	4.01	5.27	3.46
Bananas	2.88	2.95	3.14	3.04	3.06
Apples	6.57	6.66	7.09	6.83	6.55
All other fresh fruit	3.29	3.05	6.30	2.73	6.23
Canned fruit	4.34	4.49	4.81	3.99	3.57
Dried fruit, nuts and fruit and nut products	1.26	1.19	0.90	0.67	1.13
Flour	5.42	5.25	4.71	4.46	5.01
White bread	28.64	27.58	28.05	29.92	28.45
Brown, wholewheat and wholemeal bread	2.86	2.76	2.72	2.34	3.02
Other bread	2.94	3.08	3.40	2.69	2.78
Buns, scones and teacakes	1.28	1.07	0.84	0.90	0.74
Cakes and pastries	3.83	3.74	3.93	3.44	3.63
Chocolate biscuits	1.03	1.25	1.28	1.11	1.03
Other biscuits	4.59	4.57	4.57	4.57	4.56
Breakfast cereals	2.86	2.95	3.19	2.86	3.01
Oatmeal and oat products	0.58	0.46	0.23	0.41	0.39
Canned milk puddings	1.52	1.72	1.63	1.80	1.39
Tea	2.24	2.16	2.15	2.15	2.29
Instant coffee	0.46	0.47	0.44	0.46	0.51
Canned soups	3.23	3.58	2.76	3.16	2.86
Pickles and sauces	1.57	1.57	1.55	1.59	1.47

(a) Except where otherwise stated.

Source: Ministry of Agriculture, Fisheries and Food

due to greater supplies of cabbage and beans, while consumption of fresh potatoes rose from 41.4 oz. to 43.6 oz., much of this increase coming from garden and allotment produce and other self-supplies. Consumption of other fresh vegetables was at much the same level as in the third quarter of 1973, except that for tomatoes, which fell from 6.6 oz. to 5.9 oz., this fall not being fully offset by an increase from 0.78 oz. to 0.90 oz. in purchases of canned tomatoes. Purchases of other canned vegetables and of frozen peas and frozen chips (but not of other frozen vegetables) showed small decreases over the year. Consumption of fresh fruit averaged 20.5 oz. compared with 19.3 oz. a year before; the decrease was mainly in consumption of apples and citrus fruit, and was not offset by purchases of canned fruit, which fell from 4.81 oz. to 3.57 oz.

Total consumption of bread was much the same as in the corresponding quarter of the previous year at 34.3 oz. per person per week, an increase of 1.2 oz. in purchases of large white sliced loaves and of brown, wholewheat and wholemeal loaves being offset by decreased purchases of other types of bread. Purchases of most kinds of flour confectionery and of chocolate biscuits were rather less than in the third quarter of 1973, but consumption of other biscuits was maintained. Although there was some seasonal displacement of oatmeal and oat products by cold breakfast cereals, the shift compared with a year previously appears to have been in the opposite direction and contrary to the long-term trend. Purchases of instant coffee recorded a new high level of 0.51 oz. per person per week, while purchases of tea rose from 2.15 oz. to 2.29 oz.

The energy value and nutrient content of the recorded food purchases are shown in Table 3. The levels of energy and all nutrients in the average household diet in this quarter were higher (except for vitamin A) than in the second quarter of 1974. The sample of households with four or more children is too small to warrant presentation of the results for a single quarter, but the average results for the third quarter in the three most recent years showed substantial increases in the levels for all nutrients compared with those in the second quarter. A marked seasonal increase was apparent in the level of vitamin C in the average household diet, which was attributable largely to the higher content in potatoes at this time of year; a substantial increase in vitamin C also occurred in the diets of the larger households. The nutrient content of the diet was well above the recommended intake, except for vitamin D (see footnote (c), Table 3).

TABLE 2 Estimate of average household food expenditure

new pence per person per week

	Year 1972	Year 1973	3rd quarter 1973	2nd quarter 1974	3rd quarter 1974
Total household food expenditure	£2.41	£2.74	£2.81	£3.07	£3.16
	p	p	p	p	p
Liquid milk	24.20	25.72	25.45	22.10	21.25
Other milk	2.57	2.73	2.89	2.94	3.28
Cheese	7.16	7.93	8.18	8.83	9.04
Butter	7.65	6.92	6.70	7.48	7.65
Margarine	3.01	2.69	2.56	3.05	3.12
Lard and compound cooking fats	1.14	1.25	1.21	1.90	1.86
Eggs	7.56	11.01	11.08	12.23	10.88
Preserves	1.94	2.13	2.05	2.32	2.46
Sugar	4.44	4.19	4.46	4.55	5.36
Beef and veal	18.46	21.92	21.13	24.58	26.52
Mutton and lamb	9.66	11.15	11.74	10.64	13.05
Pork	6.55	8.06	7.97	9.20	8.88
Bacon and ham, uncooked	9.70	12.35	12.69	13.10	14.53
Bacon and ham, cooked (including canned)	3.32	3.91	4.85	5.02	5.16
Poultry and cooked chicken	6.93	9.47	9.66	9.47	9.79
Other cooked meat (not canned)	1.74	1.89	2.35	2.62	2.78
Other canned meat	4.18	5.19	5.75	5.71	5.81
Offals	2.16	2.59	2.41	2.55	2.70
Sausages, uncooked	4.85	5.63	5.58	6.49	6.53
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	1.06	1.24	1.40	1.31	1.37
all other (not frozen)	3.71	4.57	4.65	5.54	5.17
Fish, fresh and processed	6.48	7.29	7.30	8.07	8.85
Canned fish	1.96	2.01	2.27	1.99	2.53
Fish and fish products, frozen	2.20	2.62	2.54	3.13	2.71
Fresh green vegetables	4.32	4.81	5.13	6.34	5.82
Tomatoes, fresh	3.52	3.94	4.63	6.14	4.92
Other fresh vegetables	3.91	4.89	4.72	5.47	5.38
Frozen vegetables	2.07	2.67	2.60	3.19	2.77
Canned tomatoes	0.46	0.57	0.52	0.88	0.84
Canned peas	1.31	1.26	1.26	1.80	1.51
Canned beans	1.81	1.85	1.82	2.63	2.41
Potatoes (excluding processed)	5.79	6.82	6.48	9.96	7.90
Citrus fruit	2.50	2.90	2.29	3.18	2.71
Bananas	1.62	1.86	2.12	2.27	2.43
Apples	3.44	4.08	4.09	4.69	4.32
All other fresh fruit	1.90	2.08	4.36	2.05	4.94
Canned fruit	2.84	3.37	3.72	3.71	3.73
Dried fruit, nuts and fruit and nut products	1.38	1.74	1.32	1.20	2.13
Flour	1.33	1.42	1.37	1.85	2.13
White bread	11.02	11.32	11.50	15.63	14.81
Brown, wholewheat and wholemeal bread	1.38	1.46	1.45	1.58	2.06
Other bread	2.49	2.83	3.22	3.17	3.54
Buns, scones and teacakes	1.34	1.21	1.00	1.35	1.14
Cakes and pastries	5.54	5.94	6.20	6.64	7.35
Chocolate biscuits	1.96	2.34	2.39	2.67	2.73
Other biscuits	4.44	4.82	5.30	5.73	6.16
Breakfast cereals	2.73	2.94	3.23	3.53	3.97
Oatmeal and oat products	0.34	0.28	0.15	0.32	0.36
Canned milk puddings	0.66	0.78	0.73	0.95	0.76
Tea	4.81	4.79	4.79	5.17	5.95
Instant coffee	2.91	3.24	3.08	3.32	3.97
Canned soups	1.65	1.97	1.52	1.92	1.89
Pickles and sauces	1.42	1.51	1.52	1.72	1.70
Other foods	17.30	19.97	21.63	22.90	23.97

Source: Ministry of Agriculture, Fisheries and Food

TABLE 3 Energy value and nutrient content of the household diet as a percentage of recommended intakes (a) (b)

	National averages					Households with four or more children			
	Year 1972	Year 1973	3rd quarter 1973	2nd quarter 1974	3rd quarter 1974	Year 1972	Year 1973	Averages of the July-September quarters in the three most recent years	Averages for the year ended September 1974
Energy	105	104	103	99	101	99	94	98	94
Protein	125	124	123	121	124	114	109	117	111
Calcium	189	193	191	190	193	157	158	161	159
Iron	123	118	117	105	109	111	100	105	97
Thiamin	137	134	134	124	127	138	130	136	126
Riboflavin	131	132	131	127	129	131	127	131	125
Nicotinic acid equivalent	194	193	191	185	191	190	180	194	183
Vitamin C	184	189	234	171	222	155	158	205	152
Vitamin A (retinol equivalent)	198	190	177	180	175	182	172	174	167
Vitamin D (c)	88	89	91	81	87	68	79	73	73

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(b) All values make allowance for wastage in the home of 10 per cent of the edible portion of food bought, and for expected losses of nutrients during cooking.
(c) The Survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Provisional estimates of vehicle production and new car registrations in December 1974

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car output in the five weeks to 28 December was 137,000 units, an average of 27,400 per week, which was 14 per cent below the rate in December 1973. Commercial vehicle output at 40,000 units (8,000 per week) was unchanged from the rate in December 1973.

Seasonally adjusted, output in the fourth quarter of 1974 was 4 per cent lower for cars and 9 per cent less for commercial vehicles than in the third quarter. For the year as a whole, production of cars totalled 1,534,000, 12 per cent below output in 1973 and for commercial vehicles the number produced was 402,000, 3 per cent less than in 1973.

Table 3 shows provisional estimates of new car registrations. These are based on the number of registration applications received by the Department of the Environment up to the end of December. They include an estimate for timing disparities in the arrival of documents (eg late applications) at the Licensing Directorate at Swansea. These provisional estimates, because of the recent change to the new basis, should be regarded as more than usually tentative.

Seasonally adjusted, new car registrations in Great Britain in December are provisionally estimated at 80,000 and the average level of new registrations in the fourth quarter of 1974 at 14 per cent below the preceding quarter. For the year as a whole registrations in 1974 totalled 1,228,000, 25 per cent lower than in 1973.

The usual press notices, giving detailed figures for the period are due to be issued, for vehicle production on Thursday, 23 January and for motor vehicle registrations on Wednesday, 22 January.

TABLE 1 Estimated UK production in December 1974

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1974 (5 weeks to 28 Dec.)	137.0	27.4	40.0	8.0
1973 (5 weeks to 29 Dec.)	159.5	31.9	40.1	8.0
Percentage change		−14		N/C
	Year	Weekly average	Year	Weekly average
1974 total	1,534	29.5	402.4	7.7
1973 total	1,747	33.6	416.6	8.0
Percentage change		−12		−3

TABLE 2 UK vehicle production: monthly averages seasonally adjusted

Thousands

	1974							Average of		
	1st qtr	2nd qtr.	3rd qtr.	4th qtr.	Oct.	Nov.	Dec.	July/ Sept. 1974	Oct./ Dec. 1974	% change
Cars	118	138	133	128	125	139	119	133	128	−4
Commercial	28.9	33.9	38.0	34.6	35.0	36.1	32.7	38.0	34.6	−9

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Official reserves in December 1974

The UK official reserves fell by $1,035 million during December after long-term debt servicing payments of $238 million and a drawing of $250 million on the $2,500 million HMG loan. At the end of December they stood at $6,789 million.

Regional selective assistance

The table below shows, on a regional basis, the applications received, and offers made under Section 7 of the Industry Act 1972 for the month indicated.

November 1974

	Applications received	Offers made	
Assisted area	No.	No.	Value (£'000)
Scotland	29	9	162
Wales	16	16	560
Northern	25	10	289
North West	19	7	1,008
Yorks/Humberside	25	11	251
East Midlands	3	—	—
West Midlands	—	—	—
South West	2	4	241
TOTAL	119	57	2,511

TABLE 3 New car registrations

Th ousands

	1973 total	1974 total	Percentage change	1974							Percentage change 4th qtr. on 3rd qtr.
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Oct.	Nov.	Dec.	
Recorded				327.3	330.2	330.8	238.7	94.5	90.2	54	
Seasonally adjusted	1,646	1,228	−25	309	313	306	280	101.8	98.2	80	−14

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PQ 219 Animal and poultry foods for third quarter 1974
PQ 239.1 Spirit distilling and compounding for third quarter 1974
PQ 276.1 Synthetic resins and plastics materials for third quarter 1974
PQ 278 Fertilisers for third quarter 1974
PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for third quarter 1974
PQ 369.4 Electric lamps, electric light fittings, wiring accessories, etc., for third quarter 1974
PQ 393 Bolts, nuts, screws, rivets, etc., for third quarter 1974
PQ 399.6 Metal hollow-ware for third quarter 1974
PQ 399.11 Metal finishing for third quarter 1974
PQ 418 Lace for third quarter 1974
PQ 475 Wooden containers and baskets for third quarter 1974
PQ 485 Newspapers and periodicals for third quarter 1974
PQ 493 Brushes and brooms for third quarter 1974
PQ 494.1 Toys, games and children's carriages for third quarter 1974
PQ 601 Gas for first and second quarters 1974

Miscellaneous series

Quarterly at 52p a year post free:

M 5 Insurance companies' and private pensions' funds investments for third quarter 1974

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent, NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

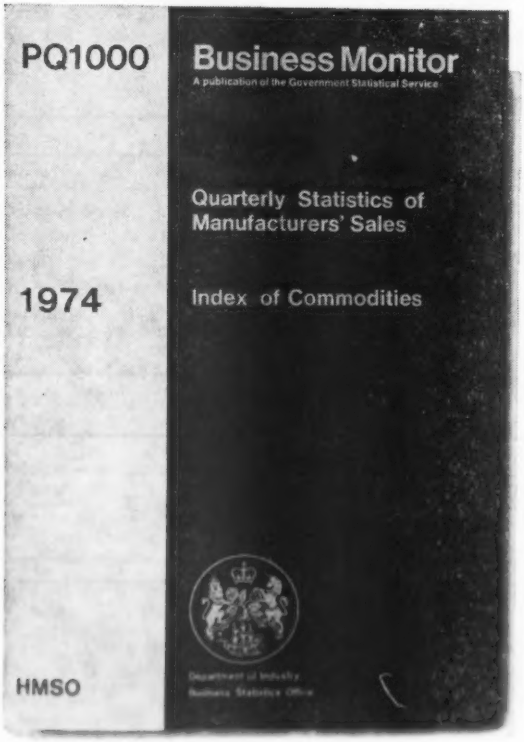
Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Census of Production for 1973: provisional results

Amendments should be made to the table of provisional results of the Census of Production 1973, published in *Trade and Industry*, 19 December 1974. The following figures should be substituted in the columns relating to 1973:

Orders		Gross output	Net output	Total employment	Net output per head
VII	Mechanical engineering	6,162.4	3,076.5		3,328
IX	Electrical engineering	4,994.3	2,355.7	767.1	3,071
III and V to XIX	of manufacturing industries	62,641.7	26,483.4	7,607.3	3,481

Department of Industry. Business Statistics Office.



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Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	19 Dec. 1974
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	12 Dec. 1974
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	9 Jan. 1975
Catering trades turnover (M)	This week
Census of production	19 Dec. 1974
Chemicals industry activity (Q)	14 Nov. 1974
Companies:	
acquisitions and mergers (Q)	28 Nov. 1974
Liquidity	12 Dec. 1974
new registrations:	
Gt. Britain (M)	9 Jan. 1975
N. Ireland (M)	26 Dec. 1974
Construction work overseas (A)	17 Oct. 1974
Energy trends (M)	9 Jan. 1975
Engineering industries: sales and orders (M)	26 Dec. 1974
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	9 Jan. 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	31 Jan. 1974
Food:	
consumptions levels (6M)	5 Sept. 1974
household consumption (Q)	This week
Footwear industry: production, orders and deliveries (M)	9 Jan. 1975
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	26 Dec. 1974
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	26 Dec. 1974
N. Ireland index (M)	19 Dec. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	7 Nov. 1974
Man-made fibres:	
deliveries (Q)	28 Nov. 1974
production (M)	2 Jan. 1975
production: quarterly analysis (Q)	28 Nov. 1974
Motor industry:	
car and commercial vehicle production (M)	26 Dec. 1974
estimated figures (M)	This week
motor trade turnover (Q)	21 Nov. 1974
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	26 Dec. 1974
value: analysis of trends (Q)	26 Sept. 1974
(*see also* Balance of payments)	
Paper and board production (M)	26 Dec. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	This week
Retail prices index (M)	26 Dec. 1974
Retail trades:	
sales (M)	5 Dec. 1974
provisional figures (M)	This week
sales, N. Ireland (M)	This week
stocks (M)	19 Dec. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	26 Dec. 1974
Stocks:	
manufacturers' and distributors' (Q)	9 Jan. 1975
retail (M)	19 Dec. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	2 Jan. 1975
cotton industry production (M)	This week
hosiery production (M)	2 Jan. 1975
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	2 Jan. 1975
wool exports (Q)	12 Dec. 1974
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	7 Nov. 1974
overseas travel and tourism (A)	9 Jan. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	26 Dec. 1974
ECGD local offices	7 Nov. 1974
Guide to Departments	5 Dec. 1974
Official Receivers' offices	9 Jan. 1975
Programme of trade promotions	This week
Release dates of economic statistics	26 Dec. 1974

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Total consumption of bread was much the same as in the corresponding quarter of the previous year at 34.3 oz. per person per week, an increase of 1.2 oz. in purchases of large white sliced loaves and of brown, wholewheat and wholemeal loaves being offset by decreased purchases of other types of bread. Purchases of most kinds of flour confectionery and of chocolate biscuits were rather less than in the third quarter of 1973, but consumption of other biscuits was maintained. Although there was some seasonal displacement of oatmeal and oat products by cold breakfast cereals, the shift compared with a year previously appears to have been in the opposite direction and contrary to the long-term trend. Purchases of instant coffee recorded a new high level of 0.51 oz. per person per week, while purchases of tea rose from 2.15 oz. to 2.29 oz.

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Liquid milk	24.20	25.72	25.45	22.10	21.25
Other milk	2.57	2.73	2.89	2.94	3.28
Cheese	7.16	7.93	8.18	8.83	9.04
Butter	7.65	6.92	6.70	7.48	7.65
Margarine	3.01	2.69	2.56	3.05	3.12
Lard and compound cooking fats	1.14	1.25	1.21	1.90	1.86
Eggs	7.56	11.01	11.08	12.23	10.88
Preserves	1.94	2.13	2.05	2.32	2.46
Sugar	4.44	4.19	4.46	4.55	5.36
Beef and veal	18.46	21.92	21.13	24.58	26.52
Mutton and lamb	9.66	11.15	11.74	10.64	13.05
Pork	6.55	8.06	7.97	9.20	8.88
Bacon and ham, uncooked	9.70	12.35	12.69	13.10	14.53
Bacon and ham, cooked (including canned)	3.32	3.91	4.85	5.02	5.16
Poultry and cooked chicken	6.93	9.47	9.66	9.47	9.79
Other cooked meat (not canned)	1.74	1.89	2.35	2.62	2.78
Other canned meat	4.18	5.19	5.75	5.71	5.81
Offals	2.16	2.59	2.41	2.55	2.70
Sausages, uncooked	4.85	5.63	5.58	6.49	6.53
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	1.06	1.24	1.40	1.31	1.37
all other (not frozen)	3.71	4.57	4.65	5.54	5.17
Fish, fresh and processed	6.48	7.29	7.30	8.07	8.85
Canned fish	1.96	2.01	2.27	1.99	2.53
Fish and fish products, frozen	2.20	2.62	2.54	3.13	2.71
Fresh green vegetables	4.32	4.81	5.13	6.34	5.82
Tomatoes, fresh	3.52	3.94	4.63	6.14	4.92
Other fresh vegetables	3.91	4.89	4.72	5.47	5.38
Frozen vegetables	2.07	2.67	2.60	3.19	2.77
Canned tomatoes	0.46	0.57	0.52	0.88	0.84
Canned peas	1.31	1.26	1.26	1.80	1.51
Canned beans	1.81	1.85	1.82	2.63	2.41
Potatoes (excluding processed)	5.79	6.82	6.48	9.96	7.90
Citrus fruit	2.50	2.90	2.29	3.18	2.71
Bananas	1.62	1.86	2.12	2.27	2.43
Apples	3.44	4.08	4.09	4.69	4.32
All other fresh fruit	1.90	2.08	4.36	2.05	4.94
Canned fruit	2.84	3.37	3.72	3.71	3.73
Dried fruit, nuts and fruit and nut products	1.38	1.74	1.32	1.20	2.13
Flour	1.33	1.42	1.37	1.85	2.13
White bread	11.02	11.32	11.50	15.63	14.81
Brown, wholewheat and wholemeal bread	1.38	1.46	1.45	1.58	2.06
Other bread	2.49	2.83	3.22	3.17	3.54
Buns, scones and teacakes	1.34	1.21	1.00	1.35	1.14
Cakes and pastries	5.54	5.94	6.20	6.64	7.35
Chocolate biscuits	1.96	2.34	2.39	2.67	2.73
Other biscuits	4.44	4.82	5.30	5.73	6.16
Breakfast cereals	2.73	2.94	3.23	3.53	3.97
Oatmeal and oat products	0.34	0.28	0.15	0.32	0.36
Canned milk puddings	0.66	0.78	0.73	0.95	0.76
Tea	4.81	4.79	4.79	5.17	5.95
Instant coffee	2.91	3.24	3.08	3.32	3.97
Canned soups	1.65	1.97	1.52	1.92	1.89
Pickles and sauces	1.42	1.51	1.52	1.72	1.70
Other foods	17.30	19.97	21.63	22.90	23.97

Source: Ministry of Agriculture, Fisheries and Food

TABLE 3 Energy value and nutrient content of the household diet as a percentage of recommended intakes (a) (b)

	National averages					Households with four or more children			
	Year 1972	Year 1973	3rd quarter 1973	2nd quarter 1974	3rd quarter 1974	Year 1972	Year 1973	Averages of the July-September quarters in the three most recent years	Averages for the year ended September 1974
Energy	105	104	103	99	101	99	94	98	94
Protein	125	124	123	121	124	114	109	117	111
Calcium	189	193	191	190	193	157	158	161	159
Iron	123	118	117	105	109	111	100	105	97
Thiamin	137	134	134	124	127	138	130	136	126
Riboflavin	131	132	131	127	129	131	127	131	125
Nicotinic acid equivalent	194	193	191	185	191	190	180	194	183
Vitamin C	184	189	234	171	222	155	158	205	152
Vitamin A (retinol equivalent)	198	190	177	180	175	182	172	174	167
Vitamin D (c)	88	89	91	81	87	68	79	73	73

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(b) All values make allowance for wastage in the home of 10 per cent of the edible portion of food bought, and for expected losses of nutrients during cooking.
(c) The Survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Provisional estimates of vehicle production and new car registrations in December 1974

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car output in the five weeks to 28 December was 137,000 units, an average of 27,400 per week, which was 14 per cent below the rate in December 1973. Commercial vehicle output at 40,000 units (8,000 per week) was unchanged from the rate in December 1973.

Seasonally adjusted, output in the fourth quarter of 1974 was 4 per cent lower for cars and 9 per cent less for commercial vehicles than in the third quarter. For the year as a whole, production of cars totalled 1,534,000, 12 per cent below output in 1973 and for commercial vehicles the number produced was 402,000, 3 per cent less than in 1973.

Table 3 shows provisional estimates of new car registrations. These are based on the number of registration applications received by the Department of the Environment up to the end of December. They include an estimate for timing disparities in the arrival of documents (eg late applications) at the Licensing Directorate at Swansea. These provisional estimates, because of the recent change to the new basis, should be regarded as more than usually tentative.

Seasonally adjusted, new car registrations in Great Britain in December are provisionally estimated at 80,000 and the average level of new registrations in the fourth quarter of 1974 at 14 per cent below the preceding quarter. For the year as a whole registrations in 1974 totalled 1,228,000, 25 per cent lower than in 1973.

The usual press notices, giving detailed figures for the period are due to be issued, for vehicle production on Thursday, 23 January and for motor vehicle registrations on Wednesday, 22 January.

TABLE 1 Estimated UK production in December 1974

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1974 (5 weeks to 28 Dec.)	137.0	27.4	40.0	8.0
1973 (5 weeks to 29 Dec.)	159.5	31.9	40.1	8.0
Percentage change		−14		N/C
	Year	Weekly average	Year	Weekly average
1974 total	1,534	29.5	402.4	7.7
1973 total	1,747	33.6	416.6	8.0
Percentage change		−12		−3

TABLE 2 UK vehicle production: monthly averages seasonally adjusted

Thousands

	1974							Average of		
	1st qtr	2nd qtr.	3rd qtr.	4th qtr.	Oct.	Nov.	Dec.	July/ Sept. 1974	Oct./ Dec. 1974	% change
Cars	118	138	133	128	125	139	119	133	128	−4
Commercial	28.9	33.9	38.0	34.6	35.0	36.1	32.7	38.0	34.6	−9

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Official reserves in December 1974

The UK official reserves fell by $1,035 million during December after long-term debt servicing payments of $238 million and a drawing of $250 million on the $2,500 million HMG loan. At the end of December they stood at $6,789 million.

Regional selective assistance

The table below shows, on a regional basis, the applications received, and offers made under Section 7 of the Industry Act 1972 for the month indicated.

November 1974

	Applications received		Offers made
Assisted area	No.	No.	Value (£'000)
Scotland	29	9	162
Wales	16	16	560
Northern	25	10	289
North West	19	7	1,008
Yorks/Humberside	25	11	251
East Midlands	3	—	—
West Midlands	—	—	—
South West	2	4	241
TOTAL	119	57	2,511

TABLE 3 New car registrations

Th ousands

	1973 total	1974 total	Percentage change	1974							Percentage change 4th qtr. on 3rd qtr.
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Oct.	Nov.	Dec.	
Recorded				327.3	330.2	330.8	238.7	94.5	90.2	54	
Seasonally adjusted	1,646	1,228	−25	309	313	306	280	101.8	98.2	80	−14

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Business Monitor

The following titles and issues of Business Monitor are now available:

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PQ 219 Animal and poultry foods for third quarter 1974
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PQ 276.1 Synthetic resins and plastics materials for third quarter 1974
PQ 278 Fertilisers for third quarter 1974
PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft for third quarter 1974
PQ 369.4 Electric lamps, electric light fittings, wiring accessories, etc., for third quarter 1974
PQ 393 Bolts, nuts, screws, rivets, etc., for third quarter 1974
PQ 399.6 Metal hollow-ware for third quarter 1974
PQ 399.11 Metal finishing for third quarter 1974
PQ 418 Lace for third quarter 1974
PQ 475 Wooden containers and baskets for third quarter 1974
PQ 485 Newspapers and periodicals for third quarter 1974
PQ 493 Brushes and brooms for third quarter 1974
PQ 494.1 Toys, games and children's carriages for third quarter 1974
PQ 601 Gas for first and second quarters 1974

Miscellaneous series

Quarterly at 52p a year post free:

M 5 Insurance companies' and private pensions' funds investments for third quarter 1974

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel. 01-215 3038) or the Department's Library at the Business Statistics Office, Cardiff Road, Newport, Gwent, NPT 1XG (tel. 0633-56111, ext. 2973, telex 497121/497122 – Answer back BSO Newport), from which a complete list of titles of Business Monitors is available on application.

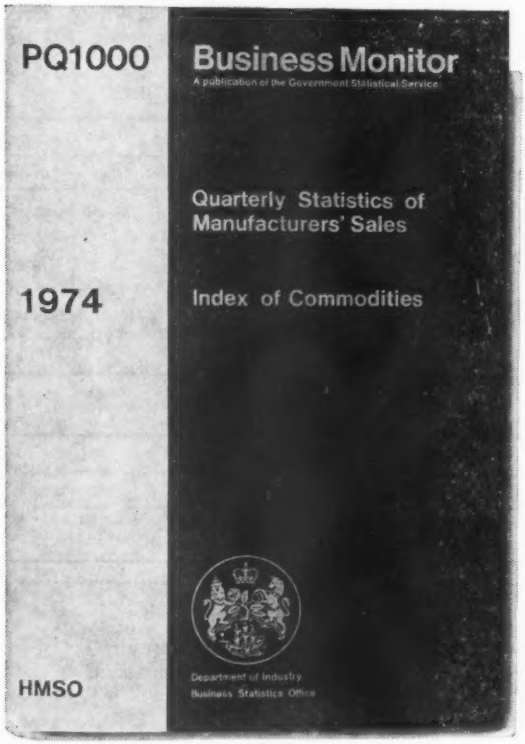
Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Census of Production for 1973: provisional results

Amendments should be made to the table of provisional results of the Census of Production 1973, published in *Trade and Industry*, 19 December 1974. The following figures should be substituted in the columns relating to 1973:

Orders		Gross output	Net output	Total employment	Net output per head
VII	Mechanical engineering	6,162.4	3,076.5		3,328
IX	Electrical engineering	4,994.3	2,355.7	767.1	3,071
III and V to XIX	of manufacturing industries	62,641.7	26,483.4	7,607.3	3,481

Department of Industry. Business Statistics Office.



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Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	19 Dec. 1974
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	12 Dec. 1974
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	9 Jan. 1975
Catering trades turnover (M)	This week
Census of production	19 Dec. 1974
Chemicals industry activity (Q)	14 Nov. 1974
Companies:	
acquisitions and mergers (Q)	28 Nov. 1974
Liquidity	12 Dec. 1974
new registrations:	
Gt. Britain (M)	9 Jan. 1975
N. Ireland (M)	26 Dec. 1974
Construction work overseas (A)	17 Oct. 1974
Energy trends (M)	9 Jan. 1975
Engineering industries: sales and orders (M)	26 Dec. 1974
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	9 Jan. 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	31 Jan. 1974
Food:	
consumptions levels (6M)	5 Sept. 1974
household consumption (Q)	This week
Footwear industry: production, orders and deliveries (M)	9 Jan. 1975
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	26 Dec. 1974
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	26 Dec. 1974
N. Ireland index (M)	19 Dec. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	7 Nov. 1974
Man-made fibres:	
deliveries (Q)	28 Nov. 1974
production (M)	2 Jan. 1975
production: quarterly analysis (Q)	28 Nov. 1974
Motor industry:	
car and commercial vehicle production (M)	26 Dec. 1974
estimated figures (M)	This week
motor trade turnover (Q)	21 Nov. 1974
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	26 Dec. 1974
value: analysis of trends (Q)	26 Sept. 1974
(*see also* Balance of payments)	
Paper and board production (M)	26 Dec. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	This week
Retail prices index (M)	26 Dec. 1974
Retail trades:	
sales (M)	5 Dec. 1974
provisional figures (M)	This week
sales, N. Ireland (M)	This week
stocks (M)	19 Dec. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	26 Dec. 1974
Stocks:	
manufacturers' and distributors' (Q)	9 Jan. 1975
retail (M)	19 Dec. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	2 Jan. 1975
cotton industry production (M)	This week
hosiery production (M)	2 Jan. 1975
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	2 Jan. 1975
wool exports (Q)	12 Dec. 1974
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	7 Nov. 1974
overseas travel and tourism (A)	9 Jan. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	26 Dec. 1974
ECGD local offices	7 Nov. 1974
Guide to Departments	5 Dec. 1974
Official Receivers' offices	9 Jan. 1975
Programme of trade promotions	This week
Release dates of economic statistics	26 Dec. 1974

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Government Sales

Ministry of Defence

22 January 1975 Miscellaneous Stores

Location: Astoria, Roundhay Road, Leeds LS8 4A2

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532-450898)

Industrial and garage plant and equipment, machine tools, clothing, furniture, etc. Morris Mini and Ford Zephyr cars, lathes, milling, grinding, drilling and shearing machinery, hydraulic 60 ton press, compressors, electric and diesel fork lift trucks, generating sets, welding machines, charging sets, MT spares, tyres, tools, batteries, electronic and wireless signal equipment. Blankets, carpets, tents, kit bags, mixed rags. Greatcoats, battledress blouses and trousers, pullovers, shirts, raincoats, boots and shoes. Chairs, tables, wardrobes, dressing chests, bedsteads, filing cabinets, writing bureaux, bookcases, etc., and a large quantity of other general stores.

29/30 January 1975 Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington near Nottingham, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272)

Vehicles and plant including 360 saloons, limousines, estate cars, minibuses and light vans (including 170 Morris Mini and Minor 1000 saloons and Travellers), Princess limousines, 270 Land Rovers, 52 motor cycles, loading shovels by Bray, agricultural tractors, factory trucks, fork lift trucks (200-15,000 lbs.) Le Tourneau Rooters, GMC amphibious DUKW's, mobile generators, Caterpillar D4C HYD angledozers, Vickers Vigor angledozer, 200 commercial vehicles including heavy duty trucks and tractors by AEC Leyland and Scammell, 110 trailers (10 cwt.-50 tons). Refuellers (950-2,500 gallon). Fire tenders. The majority of the vehicles are sold as single lots.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the date of the sale, price 10p (postal orders only).

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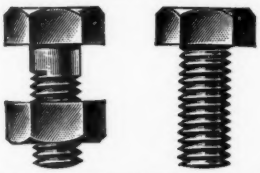

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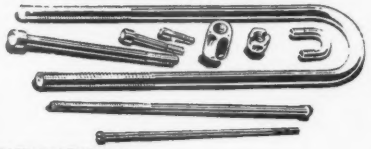

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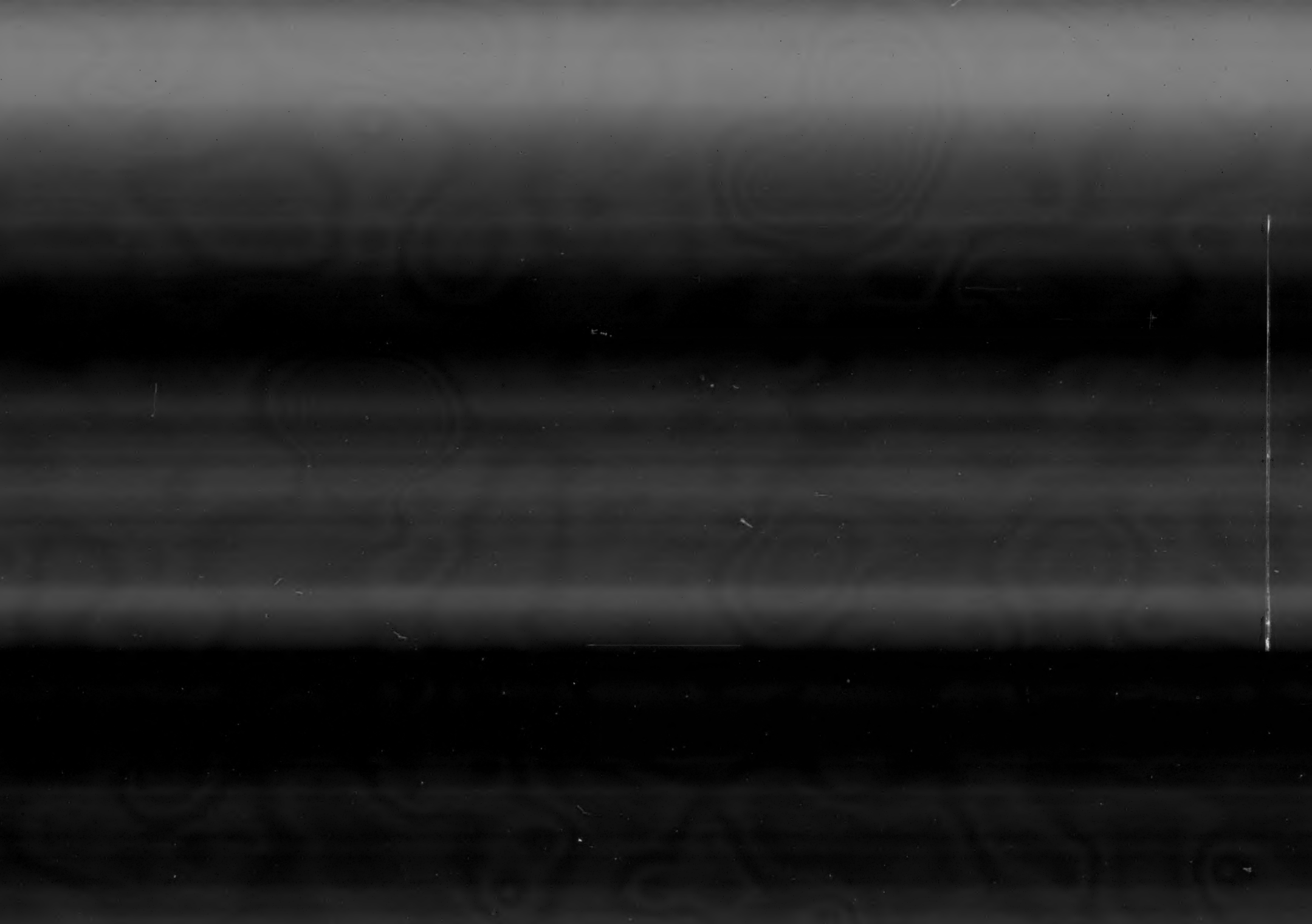
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